

UNITED STATES CENSUS OF  
AMERICAN BUSINESS  
1933

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WHOLESALE DISTRIBUTION  
PART II

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VOLUME V.—EAST NORTH CENTRAL STATES  
VOLUME VI.—WEST CENTRAL STATES  
VOLUME VII.—MOUNTAIN AND PACIFIC STATES  
NEW AND OLD WHOLESALE ESTABLISHMENTS



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UNITED STATES CENSUS OF AMERICAN BUSINESS

1933

WHOLESALE DISTRIBUTION

PART II

PREPARED UNDER THE SUPERVISION OF  
FRED A. GOSNELL  
*Chief Statistician for Census of American Business*

- VOLUME V. EAST NORTH CENTRAL STATES
- VOLUME VI. WEST CENTRAL STATES
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- NEW AND OLD WHOLESALE ESTABLISHMENTS

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**U. S. DEPARTMENT OF COMMERCE**

Daniel C. Roper, Secretary

**BUREAU OF THE CENSUS**

William L. Austin, Director

**CENSUS OF AMERICAN BUSINESS: 1933**

**A CIVIL WORKS ADMINISTRATION PROJECT**

**WHOLESALE DISTRIBUTION**

**VOLUME V**

**EAST NORTH CENTRAL STATES**



**MAY, 1935**





U. S. DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

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BUREAU OF THE CENSUS

William L. Austin, Director

—o—

This is one of a series of volumes presenting the findings of the 1933 Census of American Business. The statistics were collected in 1934 by a field canvass of wholesale establishments in every State, city, and county in the United States, with funds provided by the Federal Civil Works Administration. They cover the operations of wholesale establishments during the year 1933.

The volumes were prepared under the supervision of Fred A. Gosnell, Chief Statistician for the Census of American Business, by Theodore N. Beckman, in Charge of Wholesale Distribution, assisted by John Albright, Administrative Assistant.

WHOLESALE DISTRIBUTION: 1933

PLAN OF PRESENTATION

- Volume I.--Contains detailed statistics for the United States, together with brief summaries by States, cities, and counties. It also contains a description of the wholesale census, explanations of terms, classifications and tables, and an analysis of wholesale trade for 1933 as compared with 1929.
- Volume II.--New England States (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut).
- Volume III.--Middle Atlantic States (New York, New Jersey, and Pennsylvania).
- Volume IV.--Southeastern States (Delaware, Maryland, District of Columbia, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Kentucky, Tennessee, Alabama, and Mississippi).
- Volume V.--East North Central States (Ohio, Indiana, Illinois, Michigan, and Wisconsin).
- Volume VI.--West Central States (Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas, Arkansas, Louisiana, Oklahoma, and Texas).
- Volume VII.--Mountain and Pacific States (Montana, Idaho, Wyoming, Colorado, New Mexico, Arizona, Utah, Nevada, Washington, Oregon, and California).

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## WHOLESALE DISTRIBUTION: 1933

In this report are presented statistics on wholesale trade for the year 1933. Data are shown both by type of establishment and by kind of business so as to set forth the essential characteristics of the wholesale business of the area covered by this volume. For a description of the Wholesale Census, for definitions, explanations of terms, classifications, and United States Summary tables, and for an analysis of wholesale trade, see Volume I.

For census purposes a wholesale establishment is a place of business, the primary function of which is to sell or distribute goods on a wholesale basis. It may be in the form of a store, a wholesale warehouse, a sales or brokerage office, or part of an office as when the office is shared with other similar organizations. Sales at wholesale may be made to retailers, to institutions, to industrial consumers or to other wholesale organizations. No merchandising establishment has been classified as "wholesale" unless fifty percent or more of its sales were made in a wholesale manner or on a wholesale basis.

The Wholesale Census was taken on the basis of establishments rather than companies or firms in order to facilitate the canvass and to make it possible to present data by geographic areas. A separate report was required for each establishment regardless of whether or not it was owned or operated as a part of a large business organization. Wholesale peddlers and others who sell goods at wholesale but who maintain no regularly established places of business were not included in this census.

WHOLESALE TRADE, BY TYPE OF ORGANIZATION.--In presenting the data for the States and for the United States as a whole, wholesale establishments have been divided into six groups, some of which have been further subdivided, according to the type of establishment or the nature of the functions performed.

The first of the six functional type groups for which data are shown is called "wholesalers proper" and consists of more or less regular wholesalers in domestic and foreign trade who take title to the goods they buy and sell and are largely independent in ownership. The second division comprises "manufacturers' sales branches," consisting of wholesale outlets owned by manufacturers largely for the disposal of their own

goods. The third type, "bulk tank stations," consists of establishments performing wholesale functions in the distribution of gasoline, oil and other petroleum products. While primarily distributing their products to retail stations, they also sell goods at wholesale to tank wagons and to industrial users. The fourth type, "chain store warehouses," are distribution stations maintained by retail chains to supply their stores with merchandise. They carry on wholesale operations in addition to warehousing in that they break bulk, deliver and bill merchandise, and in some cases exercise supervision over a chain of stores. Wholesale commissaries, prepared-food depots which serve their own restaurants, and distribution centers for bakery chains are also included in this group.

The fifth division is called "assemblers and country buyers." Their principal operation is the purchase and assembly of farm products such as grain, cotton, tobacco and other forms of farm produce. This group also includes cooperative marketing associations; packers and shippers; cream stations; and independent, line, and cooperative elevators as differentiated from terminal elevators. The sixth and last group is called "agents and brokers," and includes auction companies, brokers, commission merchants, export and import agents, manufacturers' agents, selling agents, resident buyers, etc.

For each of the six type groups of wholesale establishments and for some of the subdivisions thereof data are shown in Table 1 on the number of establishments, both for 1933 and 1929; net sales, for 1933 and 1929; total expenses, expressed both in amounts and as a percent of net sales; the average number of full-time employees, pay roll for all employees and for part-time employees; and stocks on hand at the end of the year. This information is presented for each of the States and for each of the cities of 100,000 population and over.

WHOLESALE TRADE, BY KIND OF BUSINESS.—In addition to being classified according to functional type, each establishment was also classified by kind of business, on the basis of the chief line or lines of merchandise in which it dealt. Following this basis of classification, wholesale establishments were divided into twenty-five major kind-of-business groups, which were further subdivided into 166 detailed kind of business classifications according to the degree of merchandise specialization. A complete explanation of this method of classification is given in Volume I.

Important as it is to have information for each kind of business or line of trade in detail, it is even more significant to have such data presented separately for each type of wholesaling organization. In that manner the accomplishments of a wholesaler in a given line of business may be compared with the accomplishments of all wholesalers operating therein, while the achievements of a manufacturer's sales branch can be

compared with those of manufacturers' sales branches in the same line of trade. Such comparisons are of special interest to individual business enterprises and to the student of marketing.

Basic statistics on wholesale trade for types of establishments by kind of business are shown in two tables. Table 2A presents for each State and for a limited number of selected cities, the number of wholesale establishments by kind of business, in detail, for each of nineteen functional types of wholesale organizations. This table may be regarded as a supplement to Table 2B which shows for each of the States and for cities of 5,000 population and over, the number of establishments; net sales; total expenses, expressed in amounts and as a percent of net sales; the average number of full-time employees; pay roll, total and part-time; and stocks on hand. This information is shown for as many kinds of business, under each type, as possible without disclosing data for individual establishments. More complete information on the number of establishments by type and kind of business in detail is to be found in table 2A, described above.

SOURCES OF RECEIPTS.—In addition to dealing in merchandise, many wholesale establishments derive a certain amount of income from the sale of services and from other sources. Table 3 has been devised in order to measure quantitatively the volume of business secured through the sale of goods and that obtained from other sources. This table is presented for States only, by kind-of-business groups, and shows the number of establishments in a given group; total net sales, a term used throughout as interchangeable with receipts; total expenses, expressed in amounts and as a percent of sales; and receipts. The last item is broken down according to sources into sales of merchandise; receipts from parking, storage, cleaning, etc.; receipts from space rental; and receipts from other sources.

CREDIT BUSINESS OF WHOLESALE ESTABLISHMENTS.—The extent to which wholesale establishments engaged in selling on a credit basis is shown in Table 4. This information is presented for States only, by kind-of-business groups, separately for wholesalers proper and for all other types combined. It indicates the degree to which wholesale establishments perform the functions of financing business by extending credit to retailers, industrial consumers, and to other wholesale organizations to which they sell. Since some of the wholesale establishments did not operate on a credit basis and others failed to report on this item, data related to credit sales are presented in Table 4 only for those establishments for which the credit information was available. It shows the number of establishments reporting credit and the percent which that number constituted of the total for the kind of business under consideration. The same procedure is followed in connection with net sales.

In the following columns credit sales are given in amounts and as a percent of sales of establishments reporting credit sales and as a percent of sales of all establishments in a given group. The table also shows total expenses incurred by establishments operating on a credit basis. These expenses are given in amounts and as a percent of sales so that comparison may be made between the costs of doing business of establishments selling on credit with the costs incurred by those establishments which presumably do not operate on a credit basis, if it can be assumed that all or most of the establishments not reporting credit sales sold for cash.

**DISTRIBUTION OF SALES.**—A common conception is that wholesalers sell only to retailers and that wholesalers are the only type of organization operating in the wholesale field. That this is far from the truth is indicated by the figures shown in Table 5. The statistics therein are presented for States only, by 25 kinds of business, separately for wholesalers proper and for all other types combined. It shows that wholesale establishments sell to retailers, to industrial consumers, to ultimate or home consumers, and to other wholesale organizations. Naturally, there is considerable variation in the extent to which different types of wholesale establishments make use of these outlets and the degree to which they are used in the different kinds of business.

Here, too, not all of the establishments reported the distribution of their sales, partly because of inadequate records at the time the census was taken. The table shows for each type and kind-of-business group the number, net sales, and total expenses of all establishments, and then presents statistics for those establishments that reported a distribution of sales by outlets. For these establishments it shows the number and the percent which such number constitutes of the total for the group under consideration. Similar treatment is given to the net sales of establishments which reported their sales by type of customers. This is followed by total expenses for such establishments, expressed both in amounts and as a percent of sales. Total sales are then distributed into the following groups: sales to retailers (for resale); sales to home consumers (at retail); sales to industrial users, including institutions; and sales to other wholesale organizations. From these data it should be possible, among other things, to determine the amount of duplication in the total wholesale sales figures, due to the fact that some wholesale establishments sell to other wholesale organizations.



EMPLOYMENT IN WHOLESALE TRADE.—The significance of wholesale trade as a source of employment is indicated in Table 6. In this table the number of proprietors and firm members and the number of paid employees, divided into male and female and into full-time and part-time, are shown for each of the 25 major kind-of-business groups. The estimate by sex is based on the sex distribution reported for the total number of employees as of December 30, 1933; the percent of women shown separately relates to the same date. The table also presents the number of full-time and part-time employees as of the 15th of each month for each kind-of-business group, and a monthly index of employment for wholesale trade as a whole. This information is presented for each of the States and for cities of 500,000 population and over.

Employment is the only item in the wholesale trade statistics which is presented on a monthly basis. It affords indirect indication of the extent of seasonal change in wholesale activity, quite marked in certain lines of trade. A comparison of monthly figures for 1933 with quarterly data for 1929 suggests the extent of non-seasonal improvement in employment conditions in the course of 1933. Part-time employment in wholesale trade, information on which was gathered for the first time for 1933, appears to be much less important in this field than in retail trade; it attains significant proportions in only a few kinds of business.

WHOLESALE TRADE BY SIZE OF BUSINESS UNIT.—Table 7 presents the number of establishments, the annual average number of full-time employees, and the operating expense ratio of wholesale merchants and of manufacturers' sales branches with stocks\*, by size-of-establishment groups, based upon net sales. Establishments have been classified into 7 size groups, as follows:

| Group number | Net sales              |
|--------------|------------------------|
| I.....       | Under \$10,000         |
| II.....      | \$10,000 to \$49,999   |
| III.....     | \$50,000 to \$99,999   |
| IV.....      | \$100,000 to \$199,999 |
| V.....       | \$200,000 to \$499,999 |
| VI.....      | \$500,000 to \$999,999 |
| VII.....     | \$1,000,000 and over   |

\*For definition of wholesale merchants and manufacturers' sales branches with stocks, see Volume I.

This information is given by States for each of the 25 kinds of business. The table permits a comparison by lines of trade of wholesale merchants (including importers) with manufacturers' sales branches with stocks, two types of wholesale operations which, for the most part, compete in the same market, warehouse goods and make deliveries from stocks. Comparison is also possible of small and large-sized establishments in a given trade as to operating costs. It shows to what extent each size group furnishes employment in wholesale trade. It further indicates the differences existing between trade groups and between wholesale merchants and manufacturers' sales branches with stocks as to average size of establishment, as to distribution of establishments by size, and as to operating costs.

A FEW SUGGESTED USES OF THE DATA IN THESE REPORTS.--The statistics presented in these reports on wholesale trade should prove of considerable value to individual business men, public authorities and independent students. The breakdown by type of operation, line of trade, and geographic areas should enable the wholesaler to compare his accomplishments with those of others operating on a similar basis in the same market area. For the manufacturer planning a sales campaign the figures should make possible an allocation of sales quotas and territories to salesmen. The formulation of policies by public authorities should be facilitated by information on the amount and nature of business done in each locality, the employment it furnishes, and the income it distributes. The quantitative description of the marketing wholesale structure and of the changes in it in the course of the memorable years, 1930 - 1933, found in the Census volume, should serve as basic material to the analytical student of American economic life.

## WHOLESALE DISTRIBUTION: 1933

1933  
Census of  
American  
Business

Table 1.—STATE OF OHIO SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |       | NET SALES   |             | TOTAL EXPENSES |                  | Full-time employees (average) | PAY ROLL |                  |           | Stocks on hand (end of year) |      |
|---|--------------------------|-------|-------------|-------------|----------------|------------------|-------------------------------|----------|------------------|-----------|------------------------------|------|
|   | 1933                     | 1929  | 1933        | 1929        | Amount         | Percent of sales |                               | Amount   | Percent of sales | Part-time |                              |      |
|   |                          |       |             |             |                | 1933             |                               |          |                  |           |                              | 1929 |
| <b>THE STATE</b>                        | 8,317                    | 8,077 | \$1,562,864 | \$2,094,100 | \$202,251      | 12.9             | 9.8                           | 62,752   | \$26,570         | 5.2       | \$2,686,128,326              |      |
| Wholesalers proper                      | 4,568                    | 4,130 | 615,072     | 1,132,235   | 103,999        | 16.9             | 13.5                          | 37,192   | 52,100           | 8.5       | 1,741 76,769                 |      |
| Wholesale merchants                     | 4,326                    | 3,563 | 569,380     | 1,279,160   | 99,687         | 17.5             | 13.6                          | 35,112   | 49,354           | 8.8       | 1,654 74,898                 |      |
| Exporters                               | 4                        | 8     | 5,190       | 5,929       | 416            | 10.0             | 8.5                           | 51       | 148              | 4.6       | - 159                        |      |
| Importers                               | 22                       | 7     | 5,701       | 1,443       | 650            | 10.2             | 20.2                          | 131      | 296              | 5.2       | 1 570                        |      |
| Limited function wholesalers            | 216                      | 152   | 56,601      | 39,703      | 3,066          | 8.3              | 12.2                          | 988      | 1,705            | 4.6       | 86 1,172                     |      |
| Manufacturers' sales branches 1/        | 1,230                    | 1,130 | 472,075     | 819,415     | 52,855         | 13.6             | 9.1                           | 16,460   | 29,413           | 6.2       | 497 39,357                   |      |
| With stocks                             | 812                      | -     | 287,898     | -           | 47,740         | 16.5             | -                             | 12,343   | 22,183           | 7.7       | 394 39,367                   |      |
| Without stocks                          | 418                      | -     | 184,177     | -           | 16,116         | 6.7              | -                             | 3,117    | 7,230            | 3.9       | 103 -                        |      |
| Agents and brokers                      | 756                      | 1,057 | 210,832     | 521,567     | 7,569          | 3.6              | 4.2                           | 1,989    | 3,679            | 1.7       | 153 715                      |      |
| Brokers                                 | 164                      | 138   | 76,037      | 116,818     | 1,656          | 2.1              | 1.7                           | 341      | 637              | 0.6       | 13 176                       |      |
| Commission merchants                    | 117                      | 151   | 42,401      | 123,166     | 1,908          | 4.5              | 2.5                           | 649      | 915              | 2.2       | 22 271                       |      |
| Export agents                           | 7                        | 3     | 136         | 377         | 17             | 12.6             | 6.0                           | 8        | 8                | 5.9       | - 1                          |      |
| Manufacturers' agents                   | 359                      | 499   | 30,460      | 104,919     | 1,798          | 5.9              | 6.7                           | 478      | 774              | 2.5       | 43 146                       |      |
| Selling agents                          | 81                       | 254   | 51,808      | 165,005     | 2,069          | 4.0              | 5.6                           | 397      | 1,025            | 2.0       | 29 96                        |      |
| Other agents                            | 28                       | 12    | 9,990       | 9,282       | 331            | 3.3              | 6.9                           | 126      | 219              | 2.2       | 46 24                        |      |
| All other types                         | 1,763                    | 1,760 | 255,675     | 426,802     | 26,908         | 10.0             | 5.5                           | 8,121    | 11,476           | 4.3       | 295 11,476                   |      |
| Bulk tank stations                      | 714                      | 396   | 83,267      | 101,635     | 14,023         | 16.8             | 11.5                          | 3,985    | 5,731            | 6.9       | 102 4,909                    |      |
| Chain store warehouses                  | 25                       | 42    | 114,454     | 168,575     | 7,621          | 6.6              | 3.8                           | 1,939    | 3,299            | 2.9       | 38 3,907                     |      |
| Assemblers and country buyers           | 453                      | 74    | 17,377      | 69,898      | 1,547          | 8.6              | 5.3                           | 637      | 623              | 3.5       | 39 8,622                     |      |
| Cooperative marketing associations      | 92                       | 82    | 31,312      | 34,582      | 1,709          | 5.5              | 2.7                           | 616      | 871              | 2.8       | 32 183                       |      |
| Dream stations 2/                       | 212                      | -     | 3,071       | -           | 760            | 24.7             | -                             | -        | 314              | 10.5      | - 125                        |      |
| Elevators 3/                            | 268                      | 496   | 15,794      | 49,304      | 1,348          | 8.5              | 5.9                           | 611      | 638              | 4.0       | 48 1,489                     |      |
| Other types                             | -                        | 28    | -           | 12,818      | -              | -                | 21.9                          | -        | -                | -         | - -                          |      |
| <b>CLEVELAND</b>                        | 2,016                    | 1,938 | 526,606     | 1,106,723   | 66,438         | 12.6             | 9.3                           | 18,362   | 31,394           | 6.0       | 846 44,440                   |      |
| Wholesalers proper                      | 1,117                    | 1,002 | 180,169     | 420,476     | 30,170         | 16.7             | 14.5                          | 9,900    | 15,442           | 6.6       | 537 21,493                   |      |
| Wholesale merchants                     | 1,039                    | 950   | 164,492     | 399,270     | 26,956         | 17.6             | 14.4                          | 9,569    | 14,799           | 9.0       | 502 21,222                   |      |
| Exporters                               | -                        | 2     | -           | (X)         | -              | -                | (X)                           | -        | -                | -         | - -                          |      |
| Importers                               | 13                       | 3     | 2,592       | (X)         | 179            | 6.9              | (X)                           | 37       | 90               | 3.1       | 1 163                        |      |
| Limited function wholesalers            | 66                       | 47    | 13,085      | 19,152      | 1,055          | 8.1              | 16.7                          | 274      | 563              | 4.3       | 34 106                       |      |
| Manufacturers' sales branches           | 507                      | 467   | 216,213     | 370,119     | 26,573         | 13.2             | 7.9                           | 6,416    | 12,427           | 5.7       | 223 20,777                   |      |
| With stocks                             | 294                      | -     | 128,456     | -           | 21,134         | 16.5             | -                             | 4,851    | 8,673            | 6.8       | 156 20,777                   |      |
| Without stocks                          | 213                      | -     | 87,777      | -           | 7,439          | 6.5              | -                             | 1,565    | 3,754            | 4.3       | 67 -                         |      |
| Agents and brokers                      | 339                      | 477   | 79,557      | 226,528     | 3,315          | 4.2              | 4.3                           | 802      | 1,643            | 2.1       | 67 265                       |      |
| Brokers                                 | 54                       | 52    | 28,961      | 61,060      | 472            | 1.6              | 1.7                           | 112      | 209              | 0.7       | 4 12                         |      |
| Commission merchants                    | 36                       | 34    | 18,424      | 19,443      | 730            | 4.7              | 6.5                           | 218      | 413              | 2.7       | 11 104                       |      |
| Export agents                           | 4                        | 2     | 56          | (X)         | 8              | 13.8             | (X)                           | 4        | 4                | 6.9       | - -                          |      |
| Manufacturers' agents                   | 201                      | 273   | 15,855      | 60,213      | 1,058          | 5.7              | 7.3                           | 270      | 476              | 3.0       | 27 91                        |      |
| Selling agents                          | 40                       | 114   | 15,207      | 85,230      | 925            | 6.1              | 4.1                           | 186      | 456              | 3.0       | 25 52                        |      |
| Other agents                            | 4                        | 2     | 4,036       | -           | 117            | 2.9              | (X)                           | 42       | 83               | 13.4      | - 6                          |      |
| All other types                         | 52                       | 32    | 80,667      | 89,501      | 4,390          | 8.5              | 3.8                           | 1,244    | 1,822            | 3.7       | 19 1,905                     |      |
| Bulk tank stations                      | 26                       | 11    | 13,325      | 34,366      | 1,720          | 12.9             | 5.2                           | 472      | 621              | 4.7       | 3 873                        |      |
| Chain store warehouses                  | 7                        | 14    | 29,314      | 46,751      | 1,818          | 6.2              | 3.1                           | 463      | 796              | 2.7       | 2 1,006                      |      |
| Assemblers and country buyers           | 10                       | -     | 356         | -           | 46             | 12.3             | -                             | 14       | 22               | 6.1       | 3 1                          |      |
| Cooperative marketing associations      | 9                        | -     | 7,669       | -           | 798            | 10.4             | -                             | 295      | 453              | 5.9       | 11 26                        |      |
| Other types                             | -                        | 7     | -           | 5,464       | -              | -                | 18.9                          | -        | -                | -         | - -                          |      |
| <b>CINCINNATI</b>                       | 1,258                    | 1,226 | 341,543     | 729,814     | 40,783         | 11.9             | 9.1                           | 12,784   | 20,330           | 2.8       | 452 24,702                   |      |
| Wholesalers proper                      | 776                      | 751   | 129,910     | 302,985     | 21,621         | 16.2             | 12.8                          | 8,440    | 15,014           | 8.6       | 349 18,302                   |      |
| Wholesale merchants                     | 740                      | 734   | 127,895     | 296,862     | 22,507         | 17.7             | 12.9                          | 8,168    | 11,460           | 9.0       | 320 17,923                   |      |
| Exporters                               | 1                        | 3     | (X)         | (X)         | (X)            | (X)              | (X)                           | (X)      | (X)              | (X)       | (X) (X)                      |      |
| Importers                               | 4                        | 1     | 3,169       | (X)         | 347            | 10.9             | (X)                           | 82       | 162              | 5.1       | - 398                        |      |
| Limited function wholesalers            | 31                       | 23    | 8,615       | 6,176       | 669            | 7.6              | 9.2                           | 190      | 402              | 4.6       | 29 81                        |      |

## WHOLESALE DISTRIBUTION: 1933

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Table 1.—STATE OF OHIO SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF<br>ESTABLISH-<br>MENTS |      | NET SALES |         | TOTAL EXPENSES |                     | Full-<br>time<br>employees<br>(average) | PAY ROLL |                             |               | Stocks<br>on<br>hand<br>(end<br>of<br>year) |       |
|---|----------------------------------|------|-----------|---------|----------------|---------------------|---|----------|-----------------------------|---------------|---|-------|
|   | 1933                             | 1929 | 1933      | 1929    | Amount         | Percent<br>of sales |   | Amount   | Per-<br>cent<br>of<br>sales | Part-<br>time |   |       |
|   |                                  |      |           |         |                | 1933                |   |          |                             |               |   | 1929  |
| <b>CINCINNATI (continued)</b>           |                                  |      |           |         |                |                     |   |          |                             |               |   |       |
| Manufacturers' sales branches           | 257                              | 254  | 85,414    | 186,100 | 11,712         | 13.7                | 8.9                                     | 3,127    | 6,679                       | 6.6           | 68  | 5,164 |
| With stocks                             | 187                              | -    | 50,431    | -       | 9,667          | 19.2                | -                                       | 2,620    | 4,608                       | 9.1           | 42  | 5,164 |
| Without stocks                          | 100                              | -    | 34,983    | -       | 2,045          | 6.8                 | -                                       | 507      | 1,074                       | 3.1           | 26  | -     |
| Agents and brokers                      | 195                              | 266  | 75,757    | 175,482 | 2,300          | 2.9                 | 3.5                                     | 552      | 1,055                       | 1.4           | 30  | 187   |
| Brokers                                 | 61                               | 35   | 23,469    | 24,562  | 849            | 3.3                 | 1.5                                     | 119      | 225                         | 1.1           | 1   | 81    |
| Commission merchants                    | 31                               | 61   | 12,656    | 70,792  | 392            | 3.1                 | 1.6                                     | 123      | 199                         | 1.6           | 2   | 37    |
| Export agents                           | 2                                | -    | (X)       | -       | (X)            | (X)                 | -                                       | (X)      | (X)                         | (X)           | (X)   | (X)   |
| Manufacturers' agents                   | 84                               | 100  | 5,659     | 26,167  | 400            | 7.1                 | 4.2                                     | 120      | 177                         | 3.1           | 9   | 26    |
| Selling agents                          | 22                               | 86   | 30,578    | 48,546  | 755            | 2.5                 | 7.3                                     | 151      | 383                         | 1.3           | 3   | 24    |
| Other agents                            | 3                                | 3    | (X)       | 5,425   | (X)            | (X)                 | 2.1                                     | (X)      | (X)                         | (X)           | (X)   | (X)   |
| All other types                         | 32                               | 25   | 40,262    | 55,247  | 3,250          | 8.1                 | 7.4                                     | 655      | 1,551                       | 3.9           | 5   | 1,059 |
| Bulk tank stations                      | 21                               | 9    | 5,407     | 11,799  | 1,320          | 22.6                | 9.6                                     | 312      | 480                         | 9.9           | 3   | 454   |
| Chain store warehouses                  | 4                                | 10   | 27,505    | 38,427  | 1,940          | 7.1                 | 4.5                                     | 325      | 993                         | 3.6           | -   | 606   |
| Assemblers and country buyers           | 2                                | -    | (X)       | -       | (X)            | (X)                 | -                                       | (X)      | (X)                         | (X)           | (X)   | (X)   |
| Cooperative marketing associations      | 3                                | -    | 7,272     | -       | 81             | 1.1                 | -                                       | 24       | 73                          | 1.0           | 1   | -     |
| Other types                             | 2                                | 6    | (X)       | 15,021  | (X)            | (X)                 | 13.2                                    | (X)      | (X)                         | -             | (X)   | -     |
| <b>AKRON</b>                            |                                  |      |           |         |                |                     |   |          |                             |               |   |       |
|   | 272                              | 201  | 125,655   | 105,552 | 16,719         | 13.3                | 12.0                                    | 4,189    | 7,751                       | 6.2           | 94  | 6,773 |
| Wholesalers proper                      | 198                              | 134  | 28,248    | 53,091  | 5,300          | 18.8                | 12.5                                    | 1,992    | 2,796                       | 9.9           | 60  | 2,525 |
| Manufacturers' sales branches           | 46                               | 34   | 86,623    | 27,762  | 9,930          | 11.5                | 6.6                                     | 1,657    | 4,223                       | 4.9           | 8   | 3,529 |
| Agents and brokers                      | 16                               | 21   | 3,828     | (X)     | 113            | 3.0                 | (X)                                     | 25       | 47                          | 1.2           | 2   | 8     |
| All other types                         | 12                               | 12   | 6,956     | (X)     | 1,376          | 19.8                | (X)                                     | 615      | 686                         | 9.9           | 24  | 615   |
| <b>CANTON</b>                           |                                  |      |           |         |                |                     |   |          |                             |               |   |       |
|   | 128                              | 120  | 20,906    | 35,223  | 3,431          | 16.4                | 13.3                                    | 1,005    | 1,463                       | 7.0           | 38  | 2,295 |
| Wholesalers proper                      | 76                               | 88   | 12,205    | 27,277  | 1,923          | 15.8                | 13.8                                    | 644      | 867                         | 7.1           | 33  | 1,429 |
| Manufacturers' sales branches           | 27                               | 13   | 4,395     | 3,249   | 947            | 21.5                | 11.0                                    | 243      | 413                         | 9.4           | 2   | 715   |
| Agents and brokers                      | 9                                | 9    | 2,241     | 2,691   | 91             | 4.1                 | 6.1                                     | 15       | 20                          | 0.9           | -   | 6     |
| All other types                         | 16                               | 10   | 2,065     | 2,006   | 444            | 22.5                | 21.0                                    | 103      | 153                         | 7.4           | 3   | 142   |
| <b>COLUMBUS</b>                         |                                  |      |           |         |                |                     |   |          |                             |               |   |       |
|   | 411                              | 515  | 111,106   | 223,252 | 14,095         | 12.7                | 10.7                                    | 4,922    | 6,825                       | 6.1           | 90  | 8,596 |
| Wholesalers proper                      | 262                              | 316  | 43,958    | 110,878 | 7,457          | 17.0                | 13.9                                    | 2,928    | 4,005                       | 9.1           | 52  | 5,472 |
| Manufacturers' sales branches           | 79                               | 101  | 16,705    | 35,532  | 2,930          | 17.5                | 13.9                                    | 979      | 1,625                       | 9.1           | 19  | 1,727 |
| Agents and brokers                      | 40                               | 78   | 7,589     | (X)     | 461            | 6.3                 | (X)                                     | 132      | 169                         | 2.2           | 7   | 82    |
| All other types                         | 30                               | 23   | 42,856    | (X)     | 3,227          | 7.5                 | (X)                                     | 853      | 1,125                       | 2.6           | 12  | 1,515 |
| <b>DAYTON</b>                           |                                  |      |           |         |                |                     |   |          |                             |               |   |       |
|   | 263                              | 237  | 49,390    | 112,669 | 7,284          | 14.7                | 9.1                                     | 2,435    | 3,429                       | 6.9           | 56  | 4,924 |
| Wholesalers proper                      | 181                              | 150  | 30,271    | 69,067  | 4,804          | 15.5                | 14.2                                    | 1,758    | 2,456                       | 8.1           | 52  | 4,009 |
| Manufacturers' sales branches           | 38                               | 47   | 5,658     | 20,646  | 1,171          | 20.8                | 10.9                                    | 292      | 527                         | 9.3           | 1   | 426   |
| Agents and brokers                      | 29                               | 27   | 7,098     | 10,395  | 298            | 4.2                 | 6.0                                     | 112      | 145                         | 2.1           | 2   | 54    |
| All other types                         | 15                               | 13   | 6,953     | 13,541  | 824            | 12.9                | 10.1                                    | 278      | 301                         | 4.7           | 1   | 435   |
| <b>TOLEDO</b>                           |                                  |      |           |         |                |                     |   |          |                             |               |   |       |
|   | 428                              | 417  | 109,342   | 187,893 | 13,909         | 12.7                | 12.5                                    | 4,649    | 6,731                       | 6.2           | 162   | 9,621 |
| Wholesalers proper                      | 303                              | 269  | 51,449    | 95,414  | 4,804          | 15.5                | 14.2                                    | 2,614    | 4,036                       | 7.8           | 127   | 6,956 |
| Manufacturers' sales branches           | 54                               | 65   | 18,370    | 38,332  | 2,572          | 14.0                | 16.3                                    | 928      | 1,488                       | 8.1           | 18  | 2,025 |
| Agents and brokers                      | 40                               | 69   | 16,533    | 23,434  | 501            | 3.0                 | 5.8                                     | 108      | 168                         | 1.1           | 3   | 67    |
| All other types                         | 21                               | 14   | 22,990    | 30,713  | 2,332          | 10.1                | 5.9                                     | 699      | 1,017                       | 4.4           | 14  | 573   |
| <b>YOUNGSTOWN</b>                       |                                  |      |           |         |                |                     |   |          |                             |               |   |       |
|   | 196                              | 194  | 35,904    | 100,942 | 4,793          | 13.0                | 11.0                                    | 1,853    | 2,325                       | 6.3           | 70  | 3,060 |
| Wholesalers proper                      | 141                              | 137  | 18,020    | 64,906  | 3,155          | 17.4                | 12.7                                    | 1,364    | 1,609                       | 8.9           | 51  | 2,492 |
| Manufacturers' sales branches           | 33                               | 33   | 5,959     | 15,703  | 742            | 12.5                | 9.2                                     | 271      | 409                         | 6.9           | 6   | 192   |
| Agents and brokers                      | 7                                | 14   | 1,775     | 2,508   | 71             | 4.0                 | 6.1                                     | 21       | 56                          | 2.0           | -   | 8     |
| All other types                         | 17                               | 10   | 11,150    | 17,825  | 845            | 7.5                 | 7.3                                     | 202      | 230                         | 2.5           | 13  | 366   |



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TABLE 2A. -- STATE OF OHIO  
WHOLESALE DISTRIBUTION, 1935  
NUMBERS OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS  
FOR STATES AND SELECTED CITIES

| Kind of Business                               | OHIO  |                     |                         |                      | CLEVELAND           |                         |                      |         | CINCINNATI          |                         |                      |         | Total | All other States | All other types |     |     |       |     |    |     |     |    |    |    |    |  |
|--|-------|---------------------|-------------------------|----------------------|---------------------|-------------------------|----------------------|---------|---------------------|-------------------------|----------------------|---------|-------|------------------|-----------------|-----|-----|-------|-----|----|-----|-----|----|----|----|----|--|
|  | Total | Wholesale merchants | Wholesale Manufacturers | Commission Merchants | Wholesale merchants | Wholesale Manufacturers | Commission Merchants | Brokers | Wholesale merchants | Wholesale Manufacturers | Commission Merchants | Brokers |       |                  |                 |     |     |       |     |    |     |     |    |    |    |    |  |
| <b>Total</b>                                   | 9,317 | 4,263               | 216                     | 912                  | 1,641               | 117                     | 959                  | 81      | 1,624               | 2,015                   | 1,038                | 53      | 224   | 813              | 54              | 201 | 113 | 1,258 | 740 | 31 | 157 | 100 | 51 | 31 | 84 | 54 |  |
| <b>Amusement and sporting goods</b>            |       |                     |                         |                      |                     |                         |                      |         |                     |                         |                      |         |       |                  |                 |     |     |       |     |    |     |     |    |    |    |    |  |
| Cameras and motion picture sup't, and supplies | 2     |                     |                         |                      |                     |                         |                      |         |                     | 37                      | 1                    | 4       | 5     |                  |                 |     |     |       | 22  | 11 |     | 7   | 4  |    |    |    |  |
| Moving picture films                           | 87    | 6                   | 10                      | 9                    |                     |                         |                      |         |                     | 14                      | 5                    | 4       | 5     |                  |                 |     |     |       | 12  | 5  |     |     |    |    |    |    |  |
| Sporting goods (general line)                  | 15    | 14                  | 1                       |                      |                     |                         |                      |         |                     | 5                       | 3                    | 3       |       |                  |                 |     |     |       | 3   | 1  |     |     |    |    |    |    |  |
| Toys, games, and fireworks                     | 16    | 13                  | 2                       |                      |                     |                         |                      |         |                     | 4                       | 5                    | 1       |       |                  |                 |     |     |       | 3   | 3  |     | 1   |    |    |    |    |  |
| All other                                      | 1     |                     |                         |                      |                     |                         |                      |         |                     | 4                       | 5                    | 1       |       |                  |                 |     |     |       | 5   | 4  |     |     |    |    |    |    |  |
| <b>Automotive products</b>                     |       |                     |                         |                      |                     |                         |                      |         |                     |                         |                      |         |       |                  |                 |     |     |       |     |    |     |     |    |    |    |    |  |
| Automobiles and other motor vehicles           | 36    | 20                  |                         | 12                   | 3                   |                         |                      |         |                     | 13                      | 6                    | 6       | 1     |                  |                 |     |     |       | 87  | 44 |     | 10  | 1  |    |    |    |  |
| Auto equipment, accessories and parts          | 280   | 201                 |                         | 3                    | 2                   | 6                       | 5                    |         |                     | 80                      | 61                   | 2       | 11    | 2                |                 |     |     |       | 10  | 6  |     | 3   |    |    |    |    |  |
| Tires and tubes                                | 53    | 30                  |                         | 3                    | 3                   | 1                       | 1                    |         |                     | 9                       | 3                    | 3       | 3     |                  |                 |     |     |       | 4   | 5  |     | 5   |    |    |    |    |  |
| <b>Chemicals</b>                               |       |                     |                         |                      |                     |                         |                      |         |                     |                         |                      |         |       |                  |                 |     |     |       |     |    |     |     |    |    |    |    |  |
| Dyes   | 191   | 84                  | 1                       | 60                   | 15                  |                         | 27                   | 1       |                     | 79                      | 26                   | 1       | 23    | 7                |                 |     |     |       | 53  | 17 |     | 12  | 4  |    |    |    |  |
| Explosives                                     | 3     |                     |                         | 1                    |                     |                         |                      |         |                     | 1                       |                      |         |       |                  |                 |     |     |       | 2   | 1  |     |     |    |    |    |    |  |
| Industrial chemicals                           | 45    | 13                  |                         | 13                   | 5                   |                         | 1                    |         |                     | 1                       |                      |         |       |                  |                 |     |     |       | 8   | 1  |     |     |    |    |    |    |  |
| Naval stores                                   | 4     | 3                   |                         | 12                   |                     |                         |                      |         |                     | 23                      | 7                    | 2       | 6     | 2                |                 |     |     |       | 7   | 2  |     |     |    |    |    |    |  |
| Paints and varnishes                           | 70    | 42                  |                         | 21                   | 2                   |                         | 4                    |         |                     | 24                      | 10                   | 1       | 10    | 1                |                 |     |     |       | 11  | 6  |     |     |    |    |    |    |  |
| All other                                      | 54    | 23                  |                         | 13                   | 7                   |                         | 10                   | 2       |                     | 24                      | 6                    | 10      | 4     |                  |                 |     |     |       | 13  | 6  |     |     |    |    |    |    |  |
| <b>Clothing and furnishings</b>                |       |                     |                         |                      |                     |                         |                      |         |                     |                         |                      |         |       |                  |                 |     |     |       |     |    |     |     |    |    |    |    |  |
| Clothing and furnishings (general line)        | 193   | 123                 | 1                       | 19                   | 13                  |                         | 1                    | 16      |                     | 3                       | 109                  | 67      | 1     | 15               | 13              |     |     |       | 11  | 2  |     |     |    |    |    |    |  |
| Clothing, men's and boys'                      | 17    | 16                  |                         |                      |                     |                         |                      |         |                     | 5                       | 10                   | 10      |       |                  |                 |     |     |       | 10  | 9  |     |     |    |    |    |    |  |
| Clothing, women's and children's               | 21    | 17                  |                         | 2                    | 1                   |                         |                      |         |                     | 8                       | 10                   |         |       |                  |                 |     |     |       | 11  | 9  |     |     |    |    |    |    |  |
| Clothing, men's and children's                 | 31    | 23                  | 1                       | 4                    |                     |                         |                      |         |                     | 19                      | 15                   |         | 4     |                  |                 |     |     |       | 11  | 10 |     |     |    |    |    |    |  |
| Furnishings (general line)                     | 33    | 23                  |                         | 2                    | 1                   |                         |                      |         |                     | 3                       | 2                    | 1       |       |                  |                 |     |     |       | 3   | 3  |     |     |    |    |    |    |  |
| Furnishings, men's and boys'                   | 4     | 1                   |                         | 2                    |                     |                         |                      |         |                     | 24                      | 17                   | 1       | 4     | 1                |                 |     |     |       | 1   | 10 |     |     |    |    |    |    |  |
| Furnishings, women's and children's            | 4     | 1                   |                         | 2                    |                     |                         |                      |         |                     | 1                       | 4                    | 1       |       |                  |                 |     |     |       | 1   | 10 |     |     |    |    |    |    |  |
| Hosiery  | 9     | 6                   |                         |                      |                     |                         |                      |         |                     | 4                       | 2                    |         |       |                  |                 |     |     |       | 4   | 2  |     |     |    |    |    |    |  |
| Military and military supplies                 | 25    | 10                  |                         | 5                    | 4                   |                         | 6                    |         |                     | 21                      | 6                    | 5       | 4     |                  |                 |     |     |       | 6   | 5  |     |     |    |    |    |    |  |
| Shoes and other footwear                       | 23    | 15                  |                         | 5                    |                     |                         | 1                    | 1       |                     | 2                       | 12                   | 6       | 2     |                  |                 |     |     |       | 1   | 5  |     |     |    |    |    |    |  |
| <b>Coal</b>                                    | 143   | 42                  | 44                      | 5                    | 7                   | 11                      | 2                    | 5       | 27                  | 45                      | 6                    | 16      | 3     | 4                | 4               |     |     |       | 4   | 3  |     |     |    |    |    |    |  |
| <b>News and drug supplies</b>                  |       |                     |                         |                      |                     |                         |                      |         |                     |                         |                      |         |       |                  |                 |     |     |       |     |    |     |     |    |    |    |    |  |
| News (general line)                            | 31    | 23                  |                         |                      |                     |                         |                      |         |                     | 30                      | 17                   | 5       | 4     | 4                | 1               |     |     |       | 2   | 3  |     |     |    |    |    |    |  |
| Drugs (specialty lines)                        | 20    | 10                  |                         | 5                    | 1                   |                         |                      |         |                     | 5                       | 3                    | 1       |       |                  |                 |     |     |       | 1   | 1  |     |     |    |    |    |    |  |
| Patent medicines                               | 12    | 8                   |                         | 1                    | 2                   |                         |                      |         |                     | 6                       | 3                    | 1       |       |                  |                 |     |     |       | 1   | 5  |     |     |    |    |    |    |  |
| Toilet articles and preparations               | 25    | 15                  |                         | 9                    |                     |                         |                      |         |                     | 7                       | 6                    | 1       |       |                  |                 |     |     |       | 2   | 2  |     |     |    |    |    |    |  |
| All other                                      | 14    | 12                  | 1                       |                      |                     |                         |                      |         |                     | 6                       | 4                    | 1       |       |                  |                 |     |     |       | 1   | 5  |     |     |    |    |    |    |  |
| <b>Dry goods</b>                               |       |                     |                         |                      |                     |                         |                      |         |                     |                         |                      |         |       |                  |                 |     |     |       |     |    |     |     |    |    |    |    |  |
| Dry goods (general line)                       | 128   | 83                  | 4                       | 10                   | 7                   | 1                       | 4                    | 14      | 2                   | 70                      | 48                   | 2       | 6     | 1                | 3               |     |     |       | 8   | 2  |     |     |    |    |    |    |  |
| Woolen and worsted goods                       | 18    | 13                  |                         |                      |                     |                         |                      |         |                     | 1                       | 8                    | 3       |       |                  |                 |     |     |       | 2   | 1  |     |     |    |    |    |    |  |
| Woolen goods                                   | 19    | 11                  |                         | 3                    | 1                   |                         | 3                    |         |                     | 16                      | 11                   | 2       | 2     | 1                |                 |     |     |       | 2   | 4  |     |     |    |    |    |    |  |
| Woolen goods                                   | 44    | 23                  |                         | 1                    | 3                   | 4                       | 2                    | 1       |                     | 11                      | 6                    |         |       |                  |                 |     |     |       | 1   | 3  |     |     |    |    |    |    |  |
| Woolen goods                                   | 4     | 3                   |                         | 1                    | 3                   |                         | 1                    |         |                     | 2                       | 15                   | 2       | 2     | 1                |                 |     |     |       | 2   | 2  |     |     |    |    |    |    |  |
| Woolen goods                                   | 16    | 13                  | 1                       |                      |                     |                         |                      |         |                     | 27                      | 15                   | 2       | 2     | 1                |                 |     |     |       | 1   | 6  |     |     |    |    |    |    |  |

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TABLE 24. - STATE OF OHIO NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Kind of Business                           | OHIO  |           |             |               |           |             |               |           |             |               | CLEVELAND |           |             |               |           |             |               |       |           |             | CINCINNATI    |    |  |  |  |  |  |  |  |  |
|--|-------|-----------|-------------|---------------|-----------|-------------|---------------|-----------|-------------|---------------|-----------|-----------|-------------|---------------|-----------|-------------|---------------|-------|-----------|-------------|---------------|----|--|--|--|--|--|--|--|--|
|  | Total | Wholesale | Merchandise | Manufacturers | Wholesale | Merchandise | Manufacturers | Wholesale | Merchandise | Manufacturers | Total     | Wholesale | Merchandise | Manufacturers | Wholesale | Merchandise | Manufacturers | Total | Wholesale | Merchandise | Manufacturers |    |  |  |  |  |  |  |  |  |
| Electrical goods                           | 251   | 138       | 4           | 34            | 43        | 3           | 23            | 5         | 97          | 36            | 5         | 22        | 16          | 2             | 14        | 2           | 56            | 30    | 10        | 9           | 1             | 6  |  |  |  |  |  |  |  |  |
| Electrical appliances, exp't. and supplies | 25    | 15        | 4           | 29            | 4         | 2           | 22            | 3         | 80          | 25            | 5         | 19        | 14          | 2             | 14        | 2           | 45            | 21    | 8         | 9           | 1             | 6  |  |  |  |  |  |  |  |  |
| Radios and radio equipment                 | 35    | 20        | 2           | 1             | 1         | 1           | 1             | 1         | 12          | 7             | 2         | 2         | 2           | 1             | 1         | 1           | 7             | 6     | 6         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Refrigerators                              | 16    | 13        | 2           | 1             | 1         | 1           | 1             | 1         | 5           | 4             | 1         | 1         | 1           | 1             | 1         | 1           | 4             | 3     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Farm products-raw materials                | 654   | 100       | 1           | 23            | 30        | 1           | 491           | 19        | 9           | 9             | 5         | 10        | 19          | 5             | 5         | 5           | 38            | 19    | 1         | 1           | 1             | 5  |  |  |  |  |  |  |  |  |
| Hides and skins                            | 547   | 48        | 1           | 8             | 2         | 1           | 289           | 4         | 4           | 4             | 1         | 1         | 1           | 1             | 1         | 1           | 6             | 7     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Hides and furs (raw)                       | 13    | 1         | 1           | 1             | 1         | 1           | 35            | 2         | 2           | 2             | 1         | 1         | 1           | 1             | 1         | 1           | 7             | 6     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Horns and milks                            | 13    | 1         | 1           | 1             | 1         | 1           | 16            | 1         | 1           | 1             | 1         | 1         | 1           | 1             | 1         | 1           | 1             | 1     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Livestock                                  | 184   | 9         | 1           | 13            | 22        | 1           | 136           | 1         | 1           | 1             | 1         | 1         | 1           | 1             | 1         | 1           | 19            | 1     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Tobacco (leaf)                             | 26    | 17        | 1           | 1             | 1         | 1           | 10            | 3         | 3           | 3             | 1         | 1         | 1           | 1             | 1         | 1           | 4             | 4     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Wool and mohair                            | 8     | 4         | 1           | 1             | 1         | 1           | 3             | 1         | 1           | 1             | 1         | 1         | 1           | 1             | 1         | 1           | 1             | 1     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| All other                                  | 5     | 1         | 1           | 1             | 1         | 1           | 3             | 1         | 1           | 1             | 1         | 1         | 1           | 1             | 1         | 1           | 1             | 1     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Farm products-consumer goods               | 1,257 | 605       | 23          | 24            | 118       | 59          | 1             | 2,025     | 181         | 123           | 9         | 3         | 110         | 19            | 16        | 138         | 107           | 1     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Dairy products (general line)              | 17    | 11        | 4           | 7             | 1         | 1           | 1             | 1         | 44          | 17            | 2         | 1         | 1           | 1             | 1         | 4           | 3             | 3     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Butter                                     | 20    | 10        | 1           | 7             | 1         | 1           | 1             | 1         | 25          | 12            | 1         | 1         | 1           | 1             | 1         | 4           | 3             | 3     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Cheese                                     | 22    | 14        | 4           | 3             | 1         | 1           | 1             | 1         | 46          | 23            | 1         | 1         | 1           | 1             | 1         | 4           | 3             | 3     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Milk and cream                             | 224   | 32        | 1           | 1             | 1         | 1           | 1             | 1         | 169         | 20            | 16        | 1         | 1           | 1             | 1         | 2           | 5             | 4     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| All other dairy products                   | 215   | 90        | 1           | 1             | 1         | 1           | 1             | 1         | 133         | 33            | 3         | 1         | 1           | 1             | 1         | 3           | 5             | 4     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Dairy and poultry products                 | 207   | 92        | 1           | 1             | 1         | 1           | 1             | 1         | 114         | 25            | 23        | 1         | 1           | 1             | 1         | 2           | 28            | 21    | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Fruits and vegetables (fresh)              | 357   | 287       | 10          | 4             | 13        | 5           | 1             | 1         | 132         | 13            | 6         | 1         | 1           | 1             | 1         | 1           | 8             | 7     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| All other                                  | 11    | 9         | 1           | 1             | 1         | 1           | 1             | 1         | 39          | 8             | 5         | 1         | 1           | 1             | 1         | 6           | 8             | 6     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Farm supplies                              | 127   | 80        | 5           | 3             | 1         | 1           | 1             | 1         | 35          | 4             | 1         | 1         | 1           | 1             | 1         | 1           | 11            | 5     | 3         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Fertilizer                                 | 61    | 49        | 1           | 1             | 1         | 1           | 1             | 1         | 29          | 2             | 2         | 1         | 1           | 1             | 1         | 1           | 2             | 2     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Feeds                                      | 11    | 2         | 1           | 1             | 1         | 1           | 1             | 1         | 4           | 1             | 1         | 1         | 1           | 1             | 1         | 1           | 4             | 3     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Sleds                                      | 27    | 22        | 1           | 1             | 1         | 1           | 1             | 1         | 1           | 1             | 1         | 1         | 1           | 1             | 1         | 1           | 5             | 5     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| All other                                  | 6     | 6         | 1           | 1             | 1         | 1           | 1             | 1         | 2           | 1             | 1         | 1         | 1           | 1             | 1         | 1           | 5             | 5     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Furniture and house furnishings            | 131   | 64        | 3           | 26            | 9         | 2           | 19            | 4         | 51          | 23            | 1         | 7         | 6           | 2             | 9         | 4           | 39            | 24    | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| China, glassware and crockery              | 18    | 9         | 1           | 4             | 1         | 1           | 4             | 1         | 6           | 1             | 1         | 1         | 1           | 1             | 1         | 1           | 8             | 5     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Curtains and coverings                     | 21    | 10        | 1           | 3             | 1         | 1           | 2             | 1         | 11          | 5             | 1         | 2         | 1           | 2             | 1         | 1           | 8             | 5     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Furniture                                  | 35    | 14        | 10          | 1             | 1         | 1           | 7             | 1         | 22          | 10            | 1         | 1         | 1           | 1             | 1         | 1           | 12            | 7     | 3         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| House furnishings (except as specified)    | 33    | 29        | 3           | 13            | 1         | 1           | 5             | 2         | 22          | 10            | 1         | 1         | 1           | 1             | 1         | 1           | 15            | 9     | 4         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Musical instruments and sheet music        | 2     | 2         | 1           | 1             | 1         | 1           | 1             | 1         | 1           | 1             | 1         | 1         | 1           | 1             | 1         | 1           | 1             | 1     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| All other                                  | 5     | 4         | 1           | 1             | 1         | 1           | 1             | 1         | 1           | 1             | 1         | 1         | 1           | 1             | 1         | 1           | 2             | 1     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| General merchandise                        | 1,170 | 845       | 59          | 347           | 17        | 85          | 16            | 2         | 228         | 159           | 9         | 24        | 6           | 23            | 1         | 7           | 149           | 85    | 4         | 17          | 5             | 21 |  |  |  |  |  |  |  |  |
| Groceries and foods                        | 175   | 126       | 13          | 1             | 1         | 1           | 1             | 1         | 13          | 28            | 18        | 2         | 1           | 1             | 1         | 1           | 2             | 11    | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Confectionery and soft drinks              | 23    | 17        | 4           | 1             | 1         | 1           | 1             | 1         | 29          | 25            | 5         | 1         | 1           | 1             | 1         | 1           | 31            | 19    | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Fish and sea foods                         | 63    | 43        | 3           | 1             | 1         | 1           | 1             | 1         | 55          | 58            | 1         | 1         | 1           | 1             | 1         | 1           | 5             | 5     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Meats and meat products                    | 175   | 148       | 7           | 14            | 1         | 1           | 1             | 1         | 1           | 1             | 1         | 1         | 1           | 1             | 1         | 1           | 9             | 8     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Other food and grocery specialties         | 555   | 300       | 24          | 129           | 15        | 64          | 14            | 2         | 6           | 111           | 55        | 3         | 21          | 5             | 23        | 1           | 99            | 52    | 2         | 15          | 5             | 21 |  |  |  |  |  |  |  |  |
| Hardware (general line)                    | 27    | 20        | 1           | 7             | 1         | 10          | 1             | 1         | 33          | 15            | 1         | 6         | 3           | 1             | 1         | 1           | 16            | 10    | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| Hardware (specialty lines)                 | 23    | 23        | 1           | 7             | 1         | 1           | 1             | 1         | 2           | 2             | 1         | 1         | 1           | 1             | 1         | 1           | 2             | 2     | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |
| All other                                  | 54    | 27        | 1           | 7             | 1         | 1           | 1             | 1         | 10          | 1             | 1         | 1         | 1           | 1             | 1         | 1           | 31            | 15    | 1         | 1           | 1             | 1  |  |  |  |  |  |  |  |  |

CONSUMERS OF AMERICAN WHOLESALE DISTRIBUTION: 1933  
 NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)  
 FOR STATES AND SELECTED CITIES

| Kind of Business                                      | Total     |                  | MICHIGAN  |                  | CLEVELAND |                  | CINCINNATI |                  | Wholesale agents | Manufacturers | All other types | Total | Wholesale agents | Manufacturers | All other types | Total | Wholesale agents | Manufacturers | All other types |   |
|---|-----------|------------------|-----------|------------------|-----------|------------------|------------|------------------|------------------|---------------|-----------------|-------|------------------|---------------|-----------------|-------|------------------|---------------|-----------------|---|
|   | Wholesale | Wholesale agents | Wholesale | Wholesale agents | Wholesale | Wholesale agents | Wholesale  | Wholesale agents |                  |               |                 |       |                  |               |                 |       |                  |               |                 |   |
| Jewelry and optical goods                             | 79        | 54               | 1         | 16               | 4         | 4                | 4          | 2                | 1                | 1             | 1               | 23    | 13               | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| Jewelry (general line)                                | 23        | 21               | 1         | 1                | 1         | 1                | 1          | 1                | 1                | 1             | 1               | 7     | 4                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| Clocks and watches                                    | 5         | 3                | 1         | 1                | 1         | 1                | 1          | 1                | 1                | 1             | 1               | 3     | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| Other jewelry   | 13        | 2                | 1         | 1                | 1         | 1                | 1          | 1                | 1                | 1             | 1               | 3     | 2                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| Other jewelry, optical                                | 35        | 22               | 1         | 10               | 2         | 2                | 2          | 2                | 2                | 2             | 2               | 10    | 6                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| Optical goods   | 45        | 22               | 1         | 10               | 2         | 2                | 2          | 2                | 2                | 2             | 2               | 10    | 6                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| Lumber and building materials (other than steel)      | 397       | 178              | 22        | 47               | 15        | 9                | 1          | 16               | 10               | 1             | 1               | 81    | 41               | 6             | 17              | 9     | 2                | 2             | 4               | 7 |
| Asbestos  | 63        | 15               | 4         | 2                | 5         | 1                | 3          | 1                | 3                | 1             | 1               | 24    | 13               | 3             | 2               | 1     | 1                | 1             | 1               | 1 |
| Asbestos machinery                                    | 26        | 2                | 1         | 1                | 1         | 1                | 1          | 1                | 1                | 1             | 1               | 4     | 2                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| Brick and tile  | 54        | 2                | 1         | 1                | 1         | 1                | 1          | 1                | 1                | 1             | 1               | 13    | 2                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| Cement  | 15        | 11               | 2         | 2                | 2         | 2                | 2          | 2                | 2                | 2             | 2               | 4     | 4                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| Glass   | 20        | 10               | 7         | 2                | 1         | 1                | 1          | 1                | 1                | 1             | 1               | 5     | 4                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| All other   | 127       | 83               | 6         | 17               | 4         | 2                | 1          | 10               | 5                | 1             | 1               | 40    | 13               | 3             | 7               | 3     | 1                | 1             | 1               | 1 |
| Machinery, equipment and supplies (except electrical) | 804       | 344              | 2         | 210              | 113       | 2                | 1          | 127              | 5                | 2             | 2               | 341   | 113              | 2             | 70              | 64    | 1                | 1             | 1               | 1 |
| Commercial machinery eq't, and supplies               | 150       | 49               | 52        | 21               | 1         | 1                | 1          | 22               | 1                | 1             | 1               | 65    | 24               | 1             | 15              | 6     | 1                | 1             | 1               | 1 |
| Office eq't, and supplies (except furniture)          | 81        | 6                | 46        | 14               | 1         | 1                | 1          | 18               | 1                | 1             | 1               | 24    | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| Farm equipment and supplies                           | 13        | 4                | 3         | 2                | 1         | 1                | 1          | 4                | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| All other   | 56        | 37               | 3         | 5                | 5         | 1                | 1          | 11               | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| Construction machinery, eq't, and supplies            | 43        | 10               | 16        | 9                | 1         | 1                | 1          | 8                | 1                | 1             | 1               | 14    | 2                | 3             | 6               | 1     | 1                | 1             | 1               | 1 |
| Construction machinery                                | 6         | 3                | 2         | 1                | 1         | 1                | 1          | 1                | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| Road machinery and equipment                          | 8         | 1                | 4         | 4                | 1         | 1                | 1          | 3                | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| All other   | 29        | 6                | 10        | 8                | 1         | 1                | 1          | 5                | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| Farm and dairy machinery, and equipment               | 33        | 8                | 27        | 1                | 1         | 1                | 1          | 3                | 1                | 1             | 1               | 3     | 1                | 2             | 1               | 1     | 1                | 1             | 1               | 1 |
| Industrial machinery, equipment and supplies          | 373       | 160              | 1         | 70               | 66        | 1                | 1          | 72               | 2                | 1             | 1               | 172   | 2                | 1             | 29              | 36    | 1                | 1             | 1               | 1 |
| Machines and tooling equipment                        | 15        | 12               | 2         | 2                | 1         | 1                | 1          | 2                | 1                | 1             | 1               | 5     | 3                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| Mechanical rubber goods                               | 22        | 11               | 3         | 3                | 2         | 1                | 1          | 4                | 1                | 1             | 1               | 13    | 3                | 1             | 2               | 3     | 1                | 1             | 1               | 1 |
| Mill and mine supplies (general line)                 | 68        | 55               | 10        | 1                | 1         | 1                | 1          | 1                | 1                | 1             | 1               | 16    | 9                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| All other   | 233       | 74               | 54        | 60               | 1         | 1                | 1          | 62               | 2                | 1             | 1               | 136   | 32               | 25            | 32              | 1     | 1                | 1             | 1               | 1 |
| Professional equipment and supplies                   | 77        | 39               | 25        | 5                | 1         | 1                | 1          | 7                | 1                | 1             | 1               | 31    | 12               | 11            | 2               | 1     | 1                | 1             | 1               | 1 |
| Surgical, medical and hospital                        | 24        | 10               | 9         | 3                | 1         | 1                | 1          | 5                | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| All other   | 26        | 11               | 7         | 2                | 1         | 1                | 1          | 2                | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| Service equipment and supplies                        | 102       | 73               | 1         | 19               | 5         | 1                | 1          | 3                | 1                | 1             | 1               | 37    | 20               | 1             | 10              | 4     | 1                | 1             | 1               | 1 |
| Barber and beauty parlor                              | 15        | 28               | 1         | 2                | 1         | 1                | 1          | 1                | 1                | 1             | 1               | 4     | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| All other   | 52        | 36               | 11        | 2                | 1         | 1                | 1          | 2                | 1                | 1             | 1               | 23    | 14               | 6             | 1               | 1     | 1                | 1             | 1               | 1 |
| Transportation equipment and supplies                 | 21        | 5                | 1         | 7                | 1         | 1                | 1          | 7                | 1                | 1             | 1               | 19    | 4                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |
| All other   | 16        | 3                | 1         | 6                | 1         | 1                | 1          | 6                | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1     | 1                | 1             | 1               | 1 |



FOR STATES AND SELECTED CITIES

| Kind of Business                            | Total Wholesale | THE STATE       |                  |           |             |         |                      |                      |                   |                 |                  | CLEVELAND |             |         |                      |                      |                   |    |   |    |    | All other types / |    |    |    |
|---|-----------------|-----------------|------------------|-----------|-------------|---------|----------------------|----------------------|-------------------|-----------------|------------------|-----------|-------------|---------|----------------------|----------------------|-------------------|----|---|----|----|-------------------|----|----|----|
|   |                 | THE STATE       |                  |           |             |         |                      |                      |                   |                 |                  | CLEVELAND |             |         |                      |                      |                   |    |   |    |    |                   |    |    |    |
|   |                 | Total Wholesale | Limited Function | Wholesale | With stocks | Brokers | Commission Merchants | Manufacturers Agents | All other types / | Total Wholesale | Limited Function | Wholesale | With stocks | Brokers | Commission Merchants | Manufacturers Agents | All other types / |    |   |    |    |                   |    |    |    |
| Metals (except scrap)                       | 202             | 45              | 1                | 45        | 66          | 3       | 28                   | 12                   | 2                 | 112             | 19               | 34        | 38          | 1       | 15                   | 18                   | 69                | 9  | 1 | 7  | 19 | 2                 | 10 | 1  |    |
| Copper                                      | 2               | -               | -                | 2         | -           | -       | -                    | -                    | -                 | 1               | -                | 1         | -           | -       | -                    | -                    | -                 | -  | - | -  | -  | -                 | -  | -  | -  |
| Iron and steel                              | 138             | 29              | 1                | 28        | 31          | 2       | 16                   | 9                    | 2                 | 74              | 9                | 23        | 24          | 1       | 9                    | 9                    | 54                | 5  | 1 | 2  | 16 | 2                 | 7  | 1  |    |
| Other metal products                        | 43              | 16              | -                | 16        | 4           | -       | 3                    | 1                    | -                 | 20              | 0                | 8         | 1           | -       | 2                    | 1                    | 3                 | 2  | - | -  | -  | -                 | -  | -  | -  |
| Other metal and metal works                 | 58              | 14              | -                | 14        | 12          | 1       | 5                    | 2                    | -                 | 29              | 0                | 9         | 6           | -       | 4                    | 2                    | 11                | 2  | - | 5  | 2  | -                 | 2  | -  |    |
| Paper and its products                      | 171             | 153             | 3                | 150       | 3           | 0       | 3                    | 1                    | -                 | 63              | 59               | 7         | 12          | 2       | 2                    | 1                    | 48                | 37 | 1 | 4  | 5  | -                 | 1  | -  |    |
| Paper and its products (general line)       | 35              | 27              | 1                | 4         | 3           | -       | 2                    | 1                    | -                 | -               | -                | -         | -           | -       | -                    | -                    | -                 | -  | - | -  | -  | -                 | -  | -  |    |
| Paper and its products (specialty lines)    | 80              | 51              | 1                | 9         | 14          | 2       | 2                    | 1                    | -                 | -               | -                | -         | -           | -       | -                    | -                    | -                 | -  | - | -  | -  | -                 | -  | -  |    |
| Stationery and stationary supplies          | 24              | 14              | -                | 5         | 3           | 1       | 1                    | -                    | -                 | -               | -                | -         | -           | -       | -                    | -                    | -                 | -  | - | -  | -  | -                 | -  | -  |    |
| Wall paper                                  | 32              | 21              | 1                | -         | -           | -       | -                    | -                    | -                 | -               | -                | -         | -           | -       | -                    | -                    | -                 | -  | - | -  | -  | -                 | -  | -  |    |
| Petroleum and its products                  | 641             | 111             | 11               | 1         | 2           | 2       | -                    | -                    | -                 | 714             | 19               | 5         | 1           | 1       | -                    | 26                   | 27                | 5  | - | -  | -  | -                 | 1  | -  | 23 |
| Plumbing and heating eq't. and supplies     | 135             | 92              | 1                | 22        | 15          | 1       | 23                   | 1                    | -                 | 56              | 31               | 8         | 7           | 1       | 9                    | 35                   | 15                | 1  | 5 | 5  | -  | -                 | 1  | 10 |    |
| Heating equipment (general line)            | 27              | 12              | -                | 3         | 9           | -       | 2                    | 1                    | -                 | 5               | 8                | 5         | -           | -       | 3                    | 1                    | 1                 | -  | 2 | 1  | -  | -                 | -  | 1  |    |
| Pipes, valves and fittings                  | 10              | 7               | -                | -         | -           | -       | 3                    | -                    | -                 | 8               | 5                | -         | -           | -       | 5                    | 1                    | 1                 | -  | 1 | 1  | -  | -                 | -  | 1  |    |
| Plumbing and heating eq't. (general line)   | 54              | 40              | -                | 11        | -           | 1       | 2                    | -                    | -                 | 13              | 9                | 2         | 1           | -       | 1                    | 9                    | 6                 | -  | 1 | 1  | -  | -                 | -  | 1  |    |
| Specialty and ranges                        | 3               | 2               | -                | -         | -           | -       | -                    | -                    | -                 | 1               | -                | -         | -           | -       | 1                    | 1                    | -                 | -  | 1 | 1  | -  | -                 | -  | -  |    |
| All other                                   | 61              | 52              | 1                | 6         | 6           | -       | 10                   | -                    | -                 | 30              | 13               | 6         | 4           | 5       | 5                    | 17                   | 4                 | 1  | 2 | 2  | -  | -                 | 6  | -  |    |
| Tobacco and its products (except leaf)      | 113             | 102             | 1                | 2         | 5           | 1       | -                    | -                    | -                 | 2               | 21               | 1         | 1           | -       | -                    | 17                   | 14                | -  | 1 | -  | -  | -                 | 1  | -  | 2  |
| Paint materials                             | 333             | 286             | -                | -         | -           | 6       | -                    | -                    | -                 | 69              | 63               | -         | 5           | -       | -                    | 41                   | 41                | -  | - | -  | -  | -                 | -  | -  |    |
| Paints                                      | 199             | 184             | -                | -         | -           | 5       | -                    | -                    | -                 | 15              | 11               | -         | 4           | -       | -                    | 7                    | 7                 | -  | - | -  | -  | -                 | -  | -  |    |
| Putty and spackle (general line)            | 174             | 174             | -                | -         | -           | -       | -                    | -                    | -                 | 54              | 53               | -         | -           | -       | -                    | 13                   | 13                | -  | - | -  | -  | -                 | -  | -  |    |
| Waste paper, rags and rubber                | 69              | 68              | -                | -         | -           | 1       | -                    | -                    | -                 | 1               | 20               | 19        | -           | -       | -                    | 21                   | 21                | -  | - | -  | -  | -                 | -  | -  |    |
| All other products                          | 445             | 292             | 25               | 31        | 36          | 9       | 11                   | 19                   | 6                 | 19              | 103              | 59        | 4           | 11      | 12                   | 1                    | 79                | 59 | 6 | 10 | 7  | 6                 | 2  | 5  |    |
| Bags and bagging                            | 12              | 9               | -                | 2         | 1           | -       | -                    | -                    | -                 | 6               | 9                | -         | -           | -       | -                    | 1                    | 4                 | -  | - | -  | -  | -                 | -  | -  |    |
| Beer  | 96              | 75              | 9                | 7         | 3           | -       | 2                    | -                    | -                 | 10              | 4                | 2         | 3           | 1       | -                    | 5                    | 4                 | -  | - | -  | -  | -                 | -  | 1  |    |
| Whisky and particulate                      | 6               | 3               | 1                | 3         | 1           | -       | -                    | -                    | -                 | 4               | 1                | 1         | 1           | -       | -                    | 1                    | 1                 | -  | - | -  | -  | -                 | -  | -  |    |
| Cordage and twine                           | 27              | 19              | -                | -         | -           | 1       | -                    | -                    | -                 | 3               | 2                | 1         | -           | -       | 1                    | 2                    | -                 | -  | - | -  | -  | -                 | -  | 3  |    |
| Fibres and manurey stocks                   | 36              | 22              | 1                | 3         | 1           | -       | 2                    | 1                    | 6                 | 15              | 6                | 1         | 1           | 2       | 1                    | 3                    | 6                 | -  | - | -  | -  | -                 | -  | 2  |    |
| Fresh products (except lumber)              | 18              | 12              | -                | 1         | 2           | 1       | -                    | -                    | -                 | 5               | 5                | 1         | -           | -       | -                    | 9                    | 4                 | -  | - | -  | -  | 1                 | 1  | 2  |    |
| Leather                                     | 47              | 39              | -                | 5         | 1           | 1       | 1                    | -                    | -                 | 17              | 14               | 3         | -           | -       | -                    | 16                   | 11                | -  | 2 | 1  | -  | 1                 | 1  | 1  |    |
| Leather goods                               | 50              | 36              | 3                | 8         | -           | -       | 2                    | -                    | -                 | 4               | 3                | -         | -           | -       | -                    | 4                    | 3                 | -  | - | -  | -  | -                 | -  | 1  |    |
| Houseware and magazines                     | 9               | 3               | -                | 3         | -           | -       | 2                    | -                    | -                 | 4               | 1                | -         | -           | -       | 1                    | 2                    | -                 | -  | - | -  | -  | -                 | -  | 1  |    |
| Meats, fish and game (animal and vegetable) | 9               | 3               | -                | 3         | -           | -       | 2                    | -                    | -                 | 4               | 1                | -         | -           | -       | 1                    | 2                    | -                 | -  | - | -  | -  | -                 | -  | 1  |    |
| Rubber goods (general line)                 | 10              | 3               | -                | 2         | 2           | -       | -                    | -                    | 1                 | 1               | 1                | -         | -           | -       | -                    | 2                    | -                 | -  | - | -  | -  | -                 | -  | 1  |    |
| Wine and spirituous liquors                 | 25              | 16              | 2                | 1         | 1           | 3       | -                    | -                    | -                 | 4               | 4                | -         | -           | -       | -                    | 3                    | 1                 | -  | - | -  | -  | -                 | -  | 1  |    |
| Yarn  | 7               | 1               | -                | 3         | -           | -       | 1                    | 2                    | -                 | 4               | 4                | -         | -           | -       | 1                    | 3                    | -                 | -  | - | -  | -  | -                 | 1  | 2  |    |
| Wholesale kinds of business                 | 92              | 47              | 1                | 5         | 16          | 1       | 1                    | 8                    | -                 | 24              | 10               | 7         | 1           | 1       | 4                    | 18                   | 15                | 6  | 1 | 1  | 2  | 2                 | 1  | 2  |    |

TABLE 24. - STATE OF OHIO  
 WHOLESALE DISTRIBUTION: 1933  
 NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS  
 FOR STATES AND SELECTED CITIES

| State                                      | OHIO           |                  | THE STATES     |   | GENERAL        |                  | MICHIGAN       |                  | PENNSYLVANIA   |                  | THE STATES     |   |
|--|----------------|------------------|----------------|---|----------------|------------------|----------------|------------------|----------------|------------------|----------------|---|
|  | ESTABLISHMENTS | Kind of Business | ESTABLISHMENTS | Kind of Business                                      | ESTABLISHMENTS | Kind of Business | ESTABLISHMENTS | Kind of Business | ESTABLISHMENTS | Kind of Business | ESTABLISHMENTS | Kind of Business                          |
| Exporters                                  | 4              | 1                | 1              | Selling agents (continued)                            | 1              | 1                | 1              | 1                | 1              | 1                | 1              | Assemblers and country buyers (continued) |
| Trees and tube                             | 1              | 1                | 1              | Brick and tile  | 1              | 1                | 1              | 1                | 1              | 1                | 1              | Wool and mohair                           |
| Iron and steel                             | 1              | 1                | 1              | Other lumber and building material (other than metal) | 4              | 1                | 1              | 1                | 1              | 1                | 1              | Other farm products-raw materials         |
| Rubber goods (general line)                | 22             | 13               | 4              | Other industrial machinery, exp't. and supplies       | 2              | 1                | 1              | 1                | 1              | 1                | 1              | Dairy products (general line)             |
| Industrial chemicals                       | 2              | 1                | 1              | Processors of equipment and supplies                  | 6              | 1                | 1              | 1                | 1              | 1                | 1              | Butter                                    |
| Hardware, tools and boys'                  | 1              | 1                | 1              | Iron and steel  | 1              | 1                | 1              | 1                | 1              | 1                | 1              | Milk and cream                            |
| Notions (generally line)                   | 1              | 1                | 1              | Sheet metal products                                  | 1              | 1                | 1              | 1                | 1              | 1                | 1              | Fruits and poultry products               |
| Piece goods                                | 1              | 1                | 1              | Other metal and metal works                           | 2              | 1                | 1              | 1                | 1              | 1                | 1              | Fruits and vegetables (fresh)             |
| Fruits and vegetables (fresh)              | 5              | 1                | 1              | Heating equipment (general line)                      | 1              | 1                | 1              | 1                | 1              | 1                | 1              | Other farm products-consumer goods        |
| China, glassware and crockery              | 1              | 1                | 1              | Paper and its products                                | 1              | 1                | 1              | 1                | 1              | 1                | 1              | Feed                                      |
| Other specialties (except specified)       | 1              | 1                | 1              | Rubber goods (general line)                           | 1              | 1                | 1              | 1                | 1              | 1                | 1              | Seeds                                     |
| Diamonds and other precious stones         | 4              | 5                | 1              | Other agents  | 28             | 4                | 3              | 1                | 1              | 1                | 1              | Forest products (except lumber)           |
| Other service equipment and supplies       | 1              | 1                | 1              | Dry goods (general line)                              | 1              | 1                | 1              | 1                | 1              | 1                | 1              | Miscellaneous kinds of business           |
| Iron and steel                             | 1              | 1                | 1              | Tobacco (leaf)  | 14             | 1                | 1              | 1                | 1              | 1                | 1              | Cooperative marketing associations        |
| Tobacco and its products (except leaf)     | 2              | 1                | 1              | Livestock   | 2              | 1                | 1              | 1                | 1              | 1                | 1              | Grain, skins and furs (raw)               |
| Miscellaneous kinds of business            | 7              | 4                | 2              | Furniture and vegetables (fresh)                      | 2              | 1                | 1              | 1                | 1              | 1                | 1              | Live stock                                |
| Export agents                              | 3              | 2                | 1              | House furnishings (except as specified)               | 2              | 1                | 1              | 1                | 1              | 1                | 1              | Dairy products (general line)             |
| Automotive equipment accessories and parts | 1              | 1                | 1              | Jewelry (general line)                                | 1              | 1                | 1              | 1                | 1              | 1                | 1              | Butter                                    |
| Lumber and millwork                        | 1              | 1                | 1              | Waste paper, rags and rubber                          | 1              | 1                | 1              | 1                | 1              | 1                | 1              | Milk and cream                            |
| Mills and millwork                         | 1              | 1                | 1              | Miscellaneous kinds of business                       | 714            | 26               | 21             | 1                | 1              | 1                | 1              | Dairy and poultry products                |
| Miscellaneous kinds of business            | 1              | 1                | 1              | Chain store warehouses                                | 24             | 7                | 4              | 2                | 1              | 1                | 1              | Fruits and vegetables (fresh)             |
| Selling agents                             | 40             | 22               | 1              | Shoes and other footwear                              | 2              | 1                | 1              | 1                | 1              | 1                | 1              | Feed                                      |
| Drygoods                                   | 1              | 1                | 1              | Fruits and vegetables (fresh)                         | 2              | 1                | 1              | 1                | 1              | 1                | 1              | Other farm supplies                       |
| Coal                                       | 1              | 1                | 1              | Groceries (general line)                              | 2              | 1                | 1              | 1                | 1              | 1                | 1              | Miscellaneous kinds of business           |
| Other drugs and drug sundries              | 1              | 1                | 1              | Groceries (specialty lines)                           | 1              | 1                | 1              | 1                | 1              | 1                | 1              | Elevators                                 |
| Electrical goods (general line)            | 1              | 1                | 1              | Meat and poultry                                      | 1              | 1                | 1              | 1                | 1              | 1                | 1              | Grain                                     |
| Electrical specialties                     | 1              | 1                | 1              | Meat and poultry specialties                          | 2              | 1                | 1              | 1                | 1              | 1                | 1              | Wool                                      |
| Electrical appliances, exp't. and supplies | 2              | 1                | 1              | Other food and grocery specialties                    | 2              | 1                | 1              | 1                | 1              | 1                | 1              | Cream stations                            |
| Floor coverings                            | 2              | 1                | 1              | Tobacco and its products (except leaf)                | 453            | 9                | 2              | 1                | 1              | 1                | 1              | Milk and cream                            |
| House furnishings (except as specified)    | 2              | 1                | 1              | Assemblers and country buyers                         | 34             | 1                | 1              | 1                | 1              | 1                | 1              | Dairy products (general line)             |
| Other food and grocery specialties         | 1              | 1                | 1              | Grain   | 6              | 1                | 1              | 1                | 1              | 1                | 1              | Butter                                    |
| Lumber and millwork                        | 1              | 1                | 1              | Hides, skins and furs (raw)                           | 100            | 1                | 1              | 1                | 1              | 1                | 1              | Dairy and poultry products                |
| Lumber and millwork                        | 1              | 1                | 1              | Live stock  | 1              | 1                | 1              | 1                | 1              | 1                | 1              |   |

1/ - The "all other types" consists of the following:

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF

OHIO

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales          | TOTAL EXPENSES   |                             | Full-time<br>employees<br>(average) | PAY ROLL        |                | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|--------------------|------------------|-----------------------------|-------------------------------------|-----------------|----------------|------------------------------------|
|   |                                       |                    | Amount           | Per-<br>cent<br>of<br>sales |                                     | Total           | Part-<br>time  |                                    |
| <b>THE STATE</b>  | <b>8,317</b>                          | <b>\$1,563,854</b> | <b>\$202,351</b> | <b>12.9</b>                 | <b>62,752</b>                       | <b>\$96,570</b> | <b>\$2,636</b> | <b>\$128,324</b>                   |
| Wholesalers proper  | 4,568                                 | 615,072            | 103,899          | 16.9                        | 37,182                              | 52,100          | 1,741          | 76,769                             |
| Manufacturers' sales branches                               | 1,220                                 | 472,075            | 68,653           | 13.6                        | 15,460                              | 29,413          | 497            | 39,367                             |
| Agents and brokers  | 756                                   | 210,832            | 7,689            | 3.6                         | 1,999                               | 3,579           | 153            | 715                                |
| All other types   | 1,763                                 | 265,875            | 26,908           | 10.1                        | 6,121                               | 11,478          | 295            | 11,475                             |
| <b>WHOLESALE MERCHANTS</b>                                  | <b>4,326</b>                          | <b>569,380</b>     | <b>99,637</b>    | <b>17.5</b>                 | <b>36,112</b>                       | <b>49,954</b>   | <b>1,654</b>   | <b>74,698</b>                      |
| Amusement and sporting goods                                | 53                                    | 2,011              | 762              | 37.9                        | 227                                 | 285             | 13             | 354                                |
| Moving picture films  | 8                                     | 298                | 248              |                             | 40                                  | 57              | 1              | 4                                  |
| Sporting goods (general line)                               | 14                                    | 503                | 195              |                             | 64                                  | 79              | -              | 113                                |
| Toys, novelties, and fireworks                              | 16                                    | 724                | 171              |                             | 76                                  | 82              | 6              | 187                                |
| All other   | 15                                    | 466                | 148              |                             | 47                                  | 67              | 6              | 90                                 |
| Automotive products   | 323                                   | 32,799             | 6,655            | 20.3                        | 2,625                               | 3,448           | 33             | 4,343                              |
| Automobiles and other motor vehicles                        | 20                                    | 16,900             | 1,886            |                             | 766                                 | 908             | 7              | 561                                |
| Automotive equipment, accessories and parts                 | 283                                   | 14,203             | 4,418            |                             | 1,726                               | 2,378           | 22             | 3,564                              |
| Tires and tubes   | 20                                    | 1,696              | 351              |                             | 133                                 | 162             | 4              | 218                                |
| Chemicals   | 84                                    | 14,646             | 3,017            | 20.6                        | 812                                 | 1,602           | 25             | 2,309                              |
| Explosives  | 3                                     | 75                 | 15               |                             | 5                                   | 7               | 1              | 20                                 |
| Industrial chemicals  | 13                                    | 8,197              | 1,082            |                             | 268                                 | 602             | 12             | 1,269                              |
| Naval stores  | 3                                     | 74                 | 27               |                             | 10                                  | 13              | -              | 5                                  |
| Paints and varnishes  | 42                                    | 3,555              | 1,235            |                             | 370                                 | 677             | 9              | 828                                |
| All other   | 23                                    | 2,675              | 658              |                             | 169                                 | 303             | 3              | 187                                |
| Clothing and furnishings                                    | 122                                   | 12,429             | 2,111            | 17.0                        | 628                                 | 1,047           | 22             | 1,524                              |
| Clothing and furnishings (general line)                     | 16                                    | 972                | 184              |                             | 50                                  | 89              | 1              | 150                                |
| Clothing, men's and boys'                                   | 17                                    | 1,157              | 110              |                             | 56                                  | 58              | 5              | 156                                |
| Clothing, women's and children's                            | 25                                    | 3,920              | 799              |                             | 245                                 | 403             | 8              | 338                                |
| Furnishings (general line)                                  | 9                                     | 819                | 132              |                             | 56                                  | 54              | -              | 197                                |
| Furnishings, men's and boys'                                | 29                                    | 1,337              | 176              |                             | 68                                  | 99              | 5              | 158                                |
| Millinery and millinery supplies                            | 10                                    | 713                | 139              |                             | 56                                  | 82              | 2              | 81                                 |
| Shoes and other footwear                                    | 16                                    | 2,571              | 360              |                             | 121                                 | 212             | 7              | 368                                |
| All other   | 7                                     | 940                | 191              |                             | 76                                  | 70              | -              | 142                                |
| Coal  | 42                                    | 5,390              | 719              | 13.5                        | 221                                 | 377             | 44             | 254                                |
| Drugs and drug sundries                                     | 62                                    | 15,401             | 2,431            | 15.8                        | 866                                 | 1,223           | 54             | 2,621                              |
| Drugs (general line)  | 17                                    | 12,478             | 1,624            |                             | 634                                 | 923             | 50             | 2,297                              |
| Drugs (specialty lines)                                     | 10                                    | 859                | 142              |                             | 65                                  | 83              | -              | 190                                |
| Patent medicines  | 8                                     | 756                | 124              |                             | 40                                  | 65              | 2              | 145                                |
| Toilet articles and preparations                            | 15                                    | 304                | 143              |                             | 44                                  | 62              | 1              | 22                                 |
| All other   | 12                                    | 1,004              | 198              |                             | 83                                  | 90              | 1              | 97                                 |
| Dry goods   | 82                                    | 16,630             | 2,837            | 17.1                        | 865                                 | 1,555           | 25             | 2,300                              |
| Dry goods (general line)                                    | 13                                    | 6,783              | 1,196            |                             | 412                                 | 635             | 1              | 1,182                              |
| Knit goods  | 11                                    | 5,900              | 974              |                             | 191                                 | 562             | 19             | 643                                |
| Notions   | 22                                    | 2,283              | 256              |                             | 145                                 | 133             | 1              | 223                                |
| Piece goods   | 23                                    | 969                | 246              |                             | 62                                  | 130             | 2              | 109                                |
| All other   | 13                                    | 690                | 165              |                             | 55                                  | 95              | 2              | 143                                |
| Electrical goods  | 138                                   | 15,907             | 3,601            | 22.6                        | 1,296                               | 1,904           | 39             | 2,515                              |
| Electrical appliances, equipment and supplies               | 95                                    | 10,531             | 2,353            |                             | 850                                 | 1,280           | 54             | 2,064                              |
| Radioes and radio equipment                                 | 30                                    | 1,760              | 598              |                             | 147                                 | 194             | 3              | 218                                |
| Refrigerators   | 13                                    | 3,616              | 650              |                             | 299                                 | 430             | 2              | 213                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF OHIO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information will be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales       | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL     |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------------|----------------|-----------------------------|-------------------------------------|--------------|---------------|------------------------------------|
|   |                                       |                 | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total        | Part-<br>time |                                    |
| <b>WHOLESALE MERCHANTS (continued)</b>                      |                                       |                 |                |                             |                                     |              |               |                                    |
| <b>Farm products—raw materials</b>                          | <b>100</b>                            | <b>\$28,789</b> | <b>\$1,765</b> | <b>6.1</b>                  | <b>551</b>                          | <b>\$755</b> | <b>\$47</b>   | <b>\$2,845</b>                     |
| Corn  | 48                                    | 21,163          | 1,226          |                             | 305                                 | 510          | 21            | 1,852                              |
| Hides, skins, and furs (raw)                                | 17                                    | 1,923           | 168            |                             | 53                                  | 80           | 13            | 163                                |
| Livestock   | 9                                     | 5,106           | 87             |                             | 50                                  | 22           |               | 5                                  |
| Tobacco (leaf)  | 17                                    | 1,455           | 255            |                             | 120                                 | 116          | 11            | 796                                |
| Wool and mohair   | 4                                     | 919             | 28             |                             | 15                                  | 9            |               | 2                                  |
| All other   | 5                                     | 223             | 21             |                             | 8                                   | 8            | 2             | 23                                 |
| <b>Farm products—consumer goods</b>                         | <b>605</b>                            | <b>80,025</b>   | <b>15,228</b>  | <b>19.0</b>                 | <b>5,985</b>                        | <b>7,241</b> | <b>162</b>    | <b>2,332</b>                       |
| Dairy products (general line)                               | 119                                   | 21,157          | 7,589          |                             | 3,060                               | 3,679        | 59            | 821                                |
| Butter  | 10                                    | 956             | 307            |                             | 59                                  | 98           | 5             | 29                                 |
| Cheese  | 14                                    | 944             | 139            |                             | 37                                  | 49           |               | 31                                 |
| Milk and cream  | 32                                    | 2,404           | 928            |                             | 397                                 | 545          | 8             | 19                                 |
| All other dairy products                                    | 18                                    | 961             | 584            |                             | 152                                 | 242          | 8             | 24                                 |
| Poultry and poultry products                                | 90                                    | 7,215           | 896            |                             | 310                                 | 378          | 30            | 121                                |
| Dairy and poultry products                                  | 62                                    | 10,246          | 1,721          |                             | 722                                 | 750          | 20            | 410                                |
| Fruits and vegetables (fresh)                               | 251                                   | 34,933          | 5,195          |                             | 1,123                               | 1,426        | 51            | 712                                |
| All other   | 9                                     | 1,187           | 229            |                             | 96                                  | 90           | 1             | 146                                |
| <b>Farm supplies</b>  | <b>80</b>                             | <b>8,796</b>    | <b>1,506</b>   | <b>17.1</b>                 | <b>472</b>                          | <b>672</b>   | <b>64</b>     | <b>1,296</b>                       |
| Feed  | 49                                    | 4,259           | 699            |                             | 223                                 | 333          | 55            | 431                                |
| Seeds   | 23                                    | 2,996           | 659            |                             | 205                                 | 274          | 7             | 771                                |
| All other   | 8                                     | 1,511           | 148            |                             | 46                                  | 65           | 2             | 94                                 |
| <b>Furniture and house furnishings</b>                      | <b>64</b>                             | <b>5,381</b>    | <b>1,166</b>   | <b>21.7</b>                 | <b>470</b>                          | <b>570</b>   | <b>29</b>     | <b>1,854</b>                       |
| Floor coverings   | 10                                    | 2,779           | 362            |                             | 94                                  | 126          | 10            | 663                                |
| Furniture   | 14                                    | 778             | 306            |                             | 185                                 | 122          | 3             | 139                                |
| House furnishings (except china and glassware)              | 29                                    | 1,015           | 176            |                             | 73                                  | 102          | 10            | 267                                |
| All other   | 11                                    | 809             | 322            |                             | 118                                 | 180          | 6             | 745                                |
| <b>General merchandise</b>                                  | <b>4</b>                              | <b>1,244</b>    | <b>235</b>     | <b>18.9</b>                 | <b>126</b>                          | <b>161</b>   | <b>1</b>      | <b>221</b>                         |
| Groceries and foods (except farm products)                  | 845                                   | 129,628         | 20,974         | 16.2                        | 9,023                               | 10,586       | 292           | 16,800                             |
| Groceries (general line)                                    | 142                                   | 69,019          | 7,632          |                             | 3,091                               | 4,215        | 23            | 11,060                             |
| Confectionery and soft drinks                               | 127                                   | 9,365           | 2,584          |                             | 1,043                               | 1,233        | 61            | 860                                |
| Fish and sea foods  | 60                                    | 3,015           | 1,082          |                             | 423                                 | 553          | 86            | 139                                |
| Meats and meat products                                     | 148                                   | 15,117          | 2,602          |                             | 1,007                               | 1,373        | 32            | 715                                |
| Other food and grocery specialties                          | 300                                   | 33,172          | 7,054          |                             | 2,457                               | 3,202        | 70            | 4,006                              |
| <b>Hardware</b>   | <b>50</b>                             | <b>18,524</b>   | <b>3,652</b>   | <b>19.7</b>                 | <b>1,467</b>                        | <b>2,199</b> | <b>8</b>      | <b>5,722</b>                       |
| Hardware (general line)                                     | 23                                    | 17,692          | 3,472          |                             | 1,404                               | 2,107        | 5             | 5,506                              |
| Hardware (specialty lines)                                  | 27                                    | 892             | 180            |                             | 63                                  | 92           | 3             | 216                                |
| <b>Jewelry and optical goods</b>                            | <b>54</b>                             | <b>3,152</b>    | <b>944</b>     | <b>30.2</b>                 | <b>576</b>                          | <b>549</b>   | <b>10</b>     | <b>254</b>                         |
| Jewelry (general line)                                      | 21                                    | 1,559           | 366            |                             | 147                                 | 209          | 7             | 272                                |
| Clocks and watches  | 3                                     | 204             | 47             |                             | 13                                  | 22           | 1             | 53                                 |
| Optical goods   | 22                                    | 1,188           | 487            |                             | 193                                 | 229          | 1             | 168                                |
| All other   | 8                                     | 201             | 46             |                             | 20                                  | 22           | 1             | 41                                 |
| <b>Lumber and building materials (other than metal)</b>     | <b>178</b>                            | <b>18,510</b>   | <b>4,474</b>   | <b>24.2</b>                 | <b>1,375</b>                        | <b>2,256</b> | <b>230</b>    | <b>4,619</b>                       |
| Lumber and millwork   | 63                                    | 6,514           | 1,408          |                             | 598                                 | 699          | 95            | 2,315                              |
| Brick and tile  | 9                                     | 1,962           | 292            |                             | 51                                  | 147          | 4             | 551                                |
| Cement  | 11                                    | 1,014           | 271            |                             | 71                                  | 116          | 2             | 127                                |
| Glass   | 10                                    | 1,229           | 445            |                             | 159                                 | 221          | 22            | 264                                |
| All other   | 85                                    | 7,771           | 2,058          |                             | 716                                 | 1,015        | 94            | 1,262                              |

## WHOLESALE DISTRIBUTION: 1933

12-20-4  
Census of  
American  
Business

Table 2B.—STATE OF OHIO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALE MERCHANTS (continued)</b>                      |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (except electrical)       | 344                                   | \$24,606  | \$7,077        | 28.8                        | 2,425                               | \$3,539  | 218           | \$6,275                            |
| Commercial machinery, equipment and supplies                | 49                                    | 1,789     | 435            |                             | 163                                 | 225      | 12            | 256                                |
| Office machinery, equipment and supplies                    | 8                                     | 481       | 119            |                             | 49                                  | 66       | 1             | 31                                 |
| Store equipment and supplies                                | 4                                     | 92        | 11             |                             | 1                                   | 4        | 2             | 6                                  |
| All other   | 37                                    | 1,216     | 305            |                             | 115                                 | 155      | 9             | 219                                |
| Construction machinery, equipment and supplies              | 10                                    | 534       | 238            |                             | 49                                  | 108      | 12            | 268                                |
| Construction machinery and equipment                        | 3                                     | 101       | 69             |                             | 9                                   | 29       | 4             | 175                                |
| All other   | 7                                     | 433       | 169            |                             | 40                                  | 79       | 8             | 93                                 |
| Farm and dairy machinery and equipment                      | 8                                     | 515       | 151            |                             | 26                                  | 49       | 20            | 50                                 |
| Industrial machinery, equipment and supplies                | 160                                   | 14,660    | 4,056          |                             | 1,362                               | 2,111    | 132           | 3,704                              |
| Bottles and bottling equipment                              | 12                                    | 165       | 34             |                             | 15                                  | 12       | 2             | 44                                 |
| Machine tools   | 11                                    | 2,019     | 601            |                             | 193                                 | 306      | 60            | 298                                |
| Mechanical rubber goods                                     | 8                                     | 668       | 132            |                             | 53                                  | 62       | 5             | 94                                 |
| Mill and mine supplies (general line)                       | 55                                    | 6,545     | 1,725          |                             | 703                                 | 963      | 32            | 2,271                              |
| All other   | 74                                    | 5,263     | 1,564          |                             | 398                                 | 768      | 33            | 997                                |
| Professional equipment and supplies                         | 39                                    | 3,198     | 1,117          |                             | 443                                 | 536      | 36            | 983                                |
| Dental equipment and supplies                               | 18                                    | 766       | 220            |                             | 107                                 | 107      | 4             | 212                                |
| Surgical, medical and hospital equipment and supplies       | 10                                    | 1,652     | 666            |                             | 242                                 | 314      | 23            | 524                                |
| All other   | 11                                    | 780       | 231            |                             | 94                                  | 115      | 4             | 247                                |
| Service equipment and supplies                              | 73                                    | 3,272     | 996            |                             | 355                                 | 462      | 6             | 797                                |
| Barber and beauty parlor equipment and supplies             | 29                                    | 1,122     | 355            |                             | 160                                 | 192      | 3             | 325                                |
| Laundry equipment and supplies                              | 8                                     | 502       | 154            |                             | 37                                  | 52       | -             | 56                                 |
| All other   | 36                                    | 1,648     | 457            |                             | 158                                 | 218      | 3             | 418                                |
| Transportation equipment and supplies                       | 5                                     | 638       | 84             |                             | 27                                  | 48       | -             | 217                                |
| Metals (except scrap)                                       | 45                                    | 9,605     | 1,483          | 15.4                        | 477                                 | 763      | 10            | 1,948                              |
| Iron and steel  | 25                                    | 4,883     | 840            |                             | 259                                 | 392      | 6             | 1,313                              |
| Sheet metal products  | 6                                     | 2,207     | 258            |                             | 91                                  | 161      | -             | 194                                |
| Other metal and metal work                                  | 14                                    | 2,515     | 385            |                             | 127                                 | 220      | 4             | 441                                |
| Paper and its products                                      | 123                                   | 22,527    | 5,010          | 22.2                        | 1,892                               | 2,938    | 22            | 4,157                              |
| Paper and its products (general line)                       | 27                                    | 8,976     | 1,739          |                             | 685                                 | 1,057    | 3             | 1,569                              |
| Paper and its products (specialty lines)                    | 51                                    | 10,288    | 2,161          |                             | 835                                 | 1,358    | 10            | 1,708                              |
| Stationery and stationery supplies                          | 14                                    | 1,789     | 510            |                             | 201                                 | 312      | 5             | 480                                |
| Wall paper  | 31                                    | 1,474     | 600            |                             | 171                                 | 211      | 4             | 450                                |
| Petroleum and its products                                  | 111                                   | 18,651    | 2,695          | 14.3                        | 614                                 | 971      | 11            | 1,045                              |
| Plumbing and heating equipment and supplies                 | 92                                    | 4,580     | 1,475          | 32.3                        | 522                                 | 680      | 2             | 1,787                              |
| Heating equipment (general line)                            | 12                                    | 547       | 127            |                             | 37                                  | 57       | 2             | 113                                |
| Pipe, valves and fittings                                   | 7                                     | 225       | 50             |                             | 31                                  | 23       | -             | 54                                 |
| Plumbing and heating equipment (general line)               | 40                                    | 2,683     | 807            |                             | 275                                 | 396      | 17            | 1,156                              |
| All other   | 33                                    | 1,095     | 491            |                             | 181                                 | 204      | 16            | 464                                |
| Tobacco and its products (except leaf)                      | 102                                   | 31,645    | 2,092          | 6.6                         | 786                                 | 1,039    | 14            | 1,987                              |

## WHOLESALE DISTRIBUTION: 1933

12-29-6  
Census of  
American  
Business

Table 2 B.—STATE OF

OHIO

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                          | Full-time<br>employes<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|--------------------------|------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent of<br>sales |                                    | Total    | Part-<br>time |                                    |
| <b>WHOLESALE MERCHANTS (continued)</b>                      |                                       |           |                |                          |                                    |          |               |                                    |
| Waste materiale   | 326                                   | \$28,258  | \$5,888        | 13.8                     | 1,391                              | \$1,550  | \$153         | \$2,663                            |
| Iron and steel scrap  | 84                                    | 14,896    | 1,885          |                          | 493                                | 756      | 74            | 1,588                              |
| Junk and scrap (general line)                               | 174                                   | 10,969    | 1,357          |                          | 503                                | 492      | 60            | 946                                |
| Waste paper, rags and rubber                                | 68                                    | 2,393     | 646            |                          | 395                                | 322      | 19            | 159                                |
| All other products  | 292                                   | 19,966    | 4,038          | 20.2                     | 1,558                              | 2,022    | 87            | 2,014                              |
| Bags and bagging  | 9                                     | 294       | 66             |                          | 40                                 | 32       | —             | 24                                 |
| Beer  | 75                                    | 6,145     | 1,160          |                          | 354                                | 529      | 17            | 272                                |
| Books and periodicals                                       | 3                                     | 100       | 31             |                          | 18                                 | 14       | —             | 46                                 |
| Cordage and twine   | 4                                     | 221       | 29             |                          | 11                                 | 21       | —             | 14                                 |
| Flowers and nursery stock                                   | 19                                    | 602       | 157            |                          | 58                                 | 72       | 4             | 53                                 |
| Forest products (except lumber)                             | 22                                    | 882       | 266            |                          | 76                                 | 123      | 23            | 43                                 |
| Leather   | 12                                    | 1,032     | 148            |                          | 52                                 | 71       | 1             | 142                                |
| Leather goods   | 39                                    | 1,703     | 419            |                          | 142                                | 219      | 4             | 433                                |
| Newspapers and magazines                                    | 36                                    | 3,213     | 683            |                          | 416                                | 474      | 16            | 183                                |
| Oils and greases (animal and vegetable)                     | 3                                     | 157       | 21             |                          | 4                                  | 3        | —             | 30                                 |
| Rubber, crude   | 3                                     | 1,635     | 92             |                          | 32                                 | 41       | —             | 34                                 |
| Rubber goods (general line)                                 | 3                                     | 247       | 57             |                          | 16                                 | 24       | 1             | 19                                 |
| Wines and spiritous liquors                                 | 14                                    | 760       | 179            |                          | 40                                 | 50       | 2             | 161                                |
| Miscellaneous kinds of business                             | 48                                    | 2,975     | 730            |                          | 329                                | 349      | 19            | 580                                |
| EXPORTERS   | 4                                     | 3,190     | 416            | 13.0                     | 51                                 | 148      | —             | 129                                |
| IMPORTERS   | 22                                    | 5,701     | 580            | 10.2                     | 131                                | 295      | 1             | 570                                |
| Chemicals   | 3                                     | 190       | 21             | 11.1                     | 7                                  | 11       | —             | 6                                  |
| Farm products—consumer goods (fruits and vegetables—fresh)  | 3                                     | 1,935     | 29             | 1.5                      | 7                                  | 20       | —             | —                                  |
| Groceries and foods (except farm products)                  | 4                                     | 313       | 49             | 15.7                     | 14                                 | 28       | —             | 60                                 |
| All other kinds of business                                 | 12                                    | 3,263     | 481            | 14.7                     | 103                                | 236      | 1             | 504                                |
| <b>LIMITED FUNCTION WHOLESALE</b>                           |                                       |           |                |                          |                                    |          |               |                                    |
| Automotive products   | 3                                     | 36,801    | 3,068          | 8.3                      | 888                                | 1,703    | 86            | 1,172                              |
| Coal  | 3                                     | 59        | 14             | 23.7                     | 4                                  | 8        | 3             | 5                                  |
| Drugs and drug sundries                                     | 44                                    | 16,116    | 1,049          | 6.5                      | 232                                | 654      | 47            | 18                                 |
| Dry goods   | 4                                     | 60        | 8              | 13.3                     | 4                                  | 2        | —             | 1                                  |
| Dry goods   | 4                                     | 111       | 6              | 5.4                      | 2                                  | 4        | —             | 6                                  |
| Electrical goods  | 4                                     | 314       | 90             | 28.7                     | 30                                 | 37       | —             | 86                                 |
| Farm products—consumer goods                                | 23                                    | 1,317     | 330            | 25.1                     | 130                                | 193      | 1             | 486                                |
| Dairy products (general line)                               | 4                                     | 374       | 178            |                          | 62                                 | 107      | —             | 467                                |
| Cheese  | 4                                     | 488       | 60             |                          | 27                                 | 35       | —             | 17                                 |
| Fruits and vegetables (fresh)                               | 10                                    | 253       | 28             |                          | 11                                 | 13       | —             | 1                                  |
| All other   | 5                                     | 202       | 64             |                          | 30                                 | 38       | 1             | 1                                  |
| Furniture and house furnishings                             | 3                                     | 140       | 42             | 30.0                     | 22                                 | 24       | —             | 82                                 |
| Groceries and foods (except farm products)                  | 59                                    | 2,852     | 304            | 10.8                     | 161                                | 131      | 8             | 304                                |
| Groceries (general line)                                    | 13                                    | 1,313     | 88             |                          | 35                                 | 37       | —             | 185                                |
| Confectionery and soft drinks                               | 13                                    | 126       | 45             |                          | 21                                 | 20       | 2             | 3                                  |
| Meats and meat products                                     | 7                                     | 197       | 29             |                          | 11                                 | 12       | 3             | 2                                  |
| Other foods and grocery specialties                         | 26                                    | 1,216     | 232            |                          | 94                                 | 122      | 3             | 114                                |
| Lumber and building materials (other than metal)            | 22                                    | 1,558     | 128            | 8.2                      | 50                                 | 81       | 2             | —                                  |
| Lumber and millwork   | 15                                    | 1,337     | 95             |                          | 40                                 | 57       | 1             | —                                  |
| All other   | 7                                     | 221       | 33             |                          | 10                                 | 24       | 1             | —                                  |
| Paper and its products                                      | 3                                     | 6,533     | 265            | 4.3                      | 45                                 | 185      | 7             | 19                                 |
| Petroleum and its products                                  | 11                                    | 4,306     | 338            | 7.8                      | 53                                 | 109      | 3             | 14                                 |
| All other kinds of business                                 | 36                                    | 3,455     | 384            | 11.2                     | 155                                | 215      | 15            | 151                                |
| Beer  | 9                                     | 347       | 65             |                          | 16                                 | 17       | 4             | 2                                  |
| Newspapers and magazines                                    | 3                                     | 64        | 8              |                          | 2                                  | 4        | 2             | —                                  |
| Miscellaneous   | 24                                    | 3,024     | 311            |                          | 137                                | 194      | 9             | 149                                |

## WHOLESALE DISTRIBUTION: 1933

12-20-4

American

Business

Table 2B.—STATE OF

OHIO

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                         | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                         |                                     |          |               |                                    |
| WTR STOCKS  | 812                                   | \$287,898 | \$47,743       | 16.6                    | 12,343                              | \$22,185 | \$394         | \$39,387                           |
| Amusement and sporting goods                                | 14                                    | 4,130     | 813            | 19.7                    | 277                                 | 440      | 8             | 259                                |
| Moving picture films  | 10                                    | 3,667     | 683            |                         | 219                                 | 363      | -             | 51                                 |
| All other   | 4                                     | 463       | 130            |                         | 58                                  | 57       | 8             | 187                                |
| Automotive products   | 53                                    | 66,970    | 8,377          | 12.5                    | 1,706                               | 4,150    | 7             | 4,336                              |
| Automobiles and other motor vehicles                        | 12                                    | 5,207     | 1,039          |                         | 248                                 | 491      | 1             | 330                                |
| Automotive equipment, accessories and parts                 | 18                                    | 1,409     | 369            |                         | 135                                 | 185      | 2             | 250                                |
| Tires and tubes   | 23                                    | 60,354    | 6,969          |                         | 1,323                               | 3,474    | 4             | 3,756                              |
| Chemicals   | 60                                    | 29,160    | 4,127          | 14.2                    | 847                                 | 1,802    | 9             | 2,706                              |
| Explosives  | 13                                    | 455       | 210            |                         | 23                                  | 79       | 4             | 75                                 |
| Industrial chemicals  | 13                                    | 20,516    | 1,682          |                         | 365                                 | 697      | 2             | 1,454                              |
| Paints and varnishes  | 21                                    | 6,710     | 1,792          |                         | 356                                 | 795      | 3             | 1,062                              |
| All other   | 13                                    | 1,479     | 443            |                         | 103                                 | 231      | -             | 115                                |
| Clothing and furnishings                                    | 19                                    | 3,040     | 608            | 20.0                    | 115                                 | 268      | 14            | 281                                |
| Furnishings, men's and boys'                                | 5                                     | 1,095     | 225            |                         | 40                                  | 83       | 4             | 69                                 |
| Millinery and millinery supplies                            | 5                                     | 177       | 23             |                         | 8                                   | 17       | -             | 4                                  |
| Shoes and other footwear                                    | 5                                     | 1,144     | 270            |                         | 57                                  | 130      | 8             | 170                                |
| All other   | 4                                     | 624       | 90             |                         | 10                                  | 38       | 2             | 38                                 |
| Coal  | 5                                     | 1,341     | 54             | 4.0                     | 21                                  | 36       | 2             | 31                                 |
| Drugs and drug sundries                                     | 16                                    | 3,479     | 983            | 28.4                    | 181                                 | 393      | 3             | 276                                |
| Drugs (specialty lines)                                     | 5                                     | 1,369     | 394            |                         | 66                                  | 177      | -             | 72                                 |
| Toilet articles and preparations                            | 9                                     | 1,510     | 504            |                         | 89                                  | 172      | 1             | 133                                |
| All other   | 2                                     | 600       | 90             |                         | 28                                  | 44       | 2             | 71                                 |
| Dry goods   | 10                                    | 1,480     | 220            | 14.9                    | 53                                  | 87       | 11            | 120                                |
| Knit goods  | 3                                     | 478       | 156            |                         | 34                                  | 54       | 10            | 83                                 |
| Notions   | 3                                     | 271       | 31             |                         | 11                                  | 18       | -             | 13                                 |
| All other   | 4                                     | 731       | 33             |                         | 8                                   | 15       | 1             | 24                                 |
| Electrical goods  | 34                                    | 31,810    | 6,479          | 20.4                    | 1,346                               | 2,135    | 8             | 8,911                              |
| Electrical appliances, equipment and supplies               | 29                                    | 31,235    | 6,363          |                         | 1,314                               | 2,082    | 7             | 8,833                              |
| All other   | 5                                     | 575       | 116            |                         | 32                                  | 53       | 1             | 78                                 |
| Farm products—consumer goods                                | 24                                    | 5,181     | 912            | 17.6                    | 204                                 | 299      | 4             | 197                                |
| Butter  | 7                                     | 119       | 19             |                         | 10                                  | 8        | -             | 1                                  |
| Cheese  | 3                                     | 2,439     | 325            |                         | 30                                  | 57       | -             | 71                                 |
| All other dairy products                                    | 7                                     | 820       | 304            |                         | 83                                  | 104      | 1             | 57                                 |
| Dairy and poultry products                                  | 4                                     | 827       | 170            |                         | 54                                  | 82       | 2             | 51                                 |
| All other   | 3                                     | 976       | 94             |                         | 27                                  | 48       | 1             | 17                                 |
| Farm supplies (fertilizer)                                  | 5                                     | 1,899     | 360            | 21.2                    | 149                                 | 150      | 1             | 689                                |
| Furniture and house furnishings                             | 26                                    | 3,360     | 793            | 23.6                    | 197                                 | 376      | 14            | 630                                |
| Floor coverings   | 3                                     | 922       | 95             |                         | 23                                  | 40       | -             | 182                                |
| Furniture   | 10                                    | 963       | 184            |                         | 45                                  | 110      | 6             | 182                                |
| House furnishings (except china and glassware)              | 13                                    | 1,455     | 514            |                         | 131                                 | 226      | 8             | 386                                |
| Groceries and foods (except farm products)                  | 147                                   | 57,938    | 7,311          | 12.6                    | 2,182                               | 3,420    | 53            | 1,653                              |
| Confectionary and soft drinks                               | 4                                     | 98        | 68             |                         | 31                                  | 59       | 2             | 7                                  |
| Meats and meat products                                     | 14                                    | 9,611     | 965            |                         | 363                                 | 508      | 8             | 243                                |
| Other food and grocery specialties                          | 129                                   | 48,229    | 6,278          |                         | 1,788                               | 2,878    | 43            | 1,603                              |

## WHOLESALE DISTRIBUTION: 1933

12-63-0  
Census of  
American  
Business

Table 2B.—STATE OF

OHIO

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WITH STOCKS (continued)                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Hardware (specialty lines)                                  | 7                                     | \$1,552   | \$262          | 16.9                        | 55                                  | \$123    | \$2           | \$679                              |
| Jewelry and optical goods                                   | 18                                    | 660       | 240            | 36.4                        | 98                                  | 124      | 2             | 75                                 |
| Optical goods   | 10                                    | 601       | 226            |                             | 89                                  | 113      |               | 68                                 |
| All other   | 6                                     | 59        | 14             |                             | 9                                   | 11       | 2             | 7                                  |
| Lumber and building materials (other than metal)            |                                       |           |                |                             |                                     |          |               |                                    |
| Lumber and millwork   | 47                                    | 9,596     | 1,906          | 19.9                        | 524                                 | 982      | 85            | 3,014                              |
| Asbestos products   | 4                                     | 723       | 81             |                             | 30                                  | 35       | 1             | 81                                 |
| Brick and tile  | 11                                    | 4,130     | 587            |                             | 143                                 | 318      | -             | 572                                |
| Glass   | 6                                     | 828       | 150            |                             | 34                                  | 82       | 3             | 775                                |
| All other   | 7                                     | 1,853     | 519            |                             | 180                                 | 315      | 30            | 537                                |
|   | 19                                    | 2,062     | 569            |                             | 137                                 | 232      | 51            | 1,051                              |
| Machinery, equipment and supplies (except electrical)       |                                       |           |                |                             |                                     |          |               |                                    |
| Commercial machinery, equipment and supplies                | 209                                   | 26,643    | 7,261          | 27.3                        | 2,323                               | 3,936    | 119           | 7,575                              |
| Office machinery, equipment and supplies                    | 52                                    | 3,725     | 1,197          |                             | 561                                 | 774      | 4             | 455                                |
| Store equipment and supplies                                | 46                                    | 3,466     | 1,131          |                             | 530                                 | 750      | 4             | 428                                |
| All other   | 3                                     | 45        | 24             |                             | 9                                   | 14       | -             | 9                                  |
|   | 3                                     | 214       | 42             |                             | 22                                  | 30       | -             | 18                                 |
| Construction machinery, equipment and supplies              | 16                                    | 1,941     | 717            |                             | 222                                 | 339      | -             | 2,079                              |
| Road machinery and equipment                                | 4                                     | 235       | 91             |                             | 31                                  | 32       | -             | 73                                 |
| All other   | 12                                    | 1,706     | 626            |                             | 191                                 | 307      | -             | 2,006                              |
| Farm and dairy machinery and equipment                      |                                       |           |                |                             |                                     |          |               |                                    |
| Industrial machinery, equipment and supplies                | 27                                    | 4,658     | 1,447          |                             | 477                                 | 708      | 8             | 1,762                              |
| Machine tools   | 70                                    | 11,808    | 2,258          |                             | 622                                 | 1,254    | 95            | 2,474                              |
| Mill and mine supplies (general line)                       | 3                                     | 1,393     | 192            |                             | 61                                  | 110      | 59            | 691                                |
| All other   | 10                                    | 251       | 59             |                             | 20                                  | 36       | 1             | 128                                |
|   | 57                                    | 10,174    | 2,007          |                             | 541                                 | 1,108    | 35            | 1,655                              |
| Professional equipment and supplies                         |                                       |           |                |                             |                                     |          |               |                                    |
| Dental equipment and supplies                               | 25                                    | 2,568     | 980            |                             | 268                                 | 523      | 12            | 490                                |
| Surgical, medical and hospital equipment and supplies       | 9                                     | 1,384     | 515            |                             | 105                                 | 226      | -             | 315                                |
| All other   | 9                                     | 650       | 257            |                             | 87                                  | 186      | -             | 45                                 |
|   | 7                                     | 534       | 208            |                             | 76                                  | 111      | -             | 120                                |
| Service equipment and supplies                              |                                       |           |                |                             |                                     |          |               |                                    |
| Laundry equipment and supplies                              | 19                                    | 1,945     | 662            |                             | 175                                 | 338      | -             | 325                                |
| All other   | 6                                     | 527       | 257            |                             | 92                                  | 149      | -             | 152                                |
|   | 13                                    | 1,356     | 405            |                             | 81                                  | 189      | -             | 193                                |
| Metals (except scrap)                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Iron and steel  | 45                                    | 13,139    | 1,858          | 14.1                        | 617                                 | 912      | 7             | 2,111                              |
| Sheet metal products  | 26                                    | 5,884     | 841            |                             | 364                                 | 470      | 3             | 1,311                              |
| Other metal and metal works                                 | 4                                     | 1,429     | 223            |                             | 68                                  | 94       | 3             | 448                                |
|   | 15                                    | 5,826     | 794            |                             | 185                                 | 348      | 1             | 532                                |
| Paper and its products                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Paper and its products (general line)                       | 18                                    | 6,022     | 1,312          | 21.8                        | 476                                 | 738      | 2             | 953                                |
| Paper and its products (specialty lines)                    | 4                                     | 3,275     | 652            |                             | 232                                 |          | -             | 593                                |
| Stationery and stationery supplies                          | 9                                     | 2,518     | 513            |                             | 192                                 | 275      | -             | 305                                |
|   | 5                                     | 229       | 147            |                             | 52                                  | 94       | 8             | 55                                 |
| Plumbing and heating equipment and supplies                 |                                       |           |                |                             |                                     |          |               |                                    |
| Heating equipment (general line)                            | 22                                    | 4,210     | 1,027          | 24.4                        | 519                                 | 525      | 9             | 961                                |
| Plumbing and heating equipment (general line)               | 3                                     | 261       | 58             |                             | 17                                  | 25       | -             | 98                                 |
| All other   | 11                                    | 2,574     | 656            |                             | 228                                 | 324      | 9             | 758                                |
|   | 8                                     | 1,375     | 333            |                             | 74                                  | 174      | -             | 105                                |



## WHOLESALE DISTRIBUTION: 1933

13-0-0  
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Table 2B.—STATE OF

OHIO

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number<br>of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|--|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WITH STOCKS (continued)</b>                              |  |           |                |                             |                                     |          |               |                                    |
| All other kinds of business                                 | 35                                       | \$16,488  | \$2,835        | 17.2                        | 655                                 | \$1,289  | \$34          | \$5,751                            |
| Bear  | 7  | 1,471     | 379            |                             | 127                                 | 223      | 27            | 85                                 |
| Books and periodicals                                       | 3  | 1,610     | 851            |                             | 174                                 | 369      | 2             | 1,105                              |
| Forest products (except lumber)                             | 3  | 412       | 60             |                             | 11                                  | 31       | -             | 6                                  |
| Leather goods   | 5  | 203       | 70             |                             | 18                                  | 38       | 2             | 38                                 |
| Oils and greases (animal and vegetable)                     | 3  | 4,669     | 615            |                             | 102                                 | 215      | -             | 1,999                              |
| Miscellaneous   | 14                                       | 8,123     | 880            |                             | 221                                 | 416      | 3             | 498                                |
| <b>WITHOUT STOCKS</b>                                       |  |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods (moving picture films)         | 9  | 3,360     | 637            | 19.0                        | 200                                 | 330      | -             | -                                  |
| Automotive products   | 11                                       | 37,458    | 4,540          | 12.1                        | 471                                 | 1,285    | -             | -                                  |
| Automobiles and other motor vehicles                        | 3  | 6,753     | 477            |                             | 82                                  | 179      | -             | -                                  |
| Automotive equipment, accessories and parts                 | 3  | 1,514     | 262            |                             | 58                                  | 104      | -             | -                                  |
| Tires and tubes   | 5  | 29,191    | 3,801          |                             | 387                                 | 1,002    | -             | -                                  |
| Chemicals   | 15                                       | 5,209     | 318            | 6.1                         | 47                                  | 113      | 1             | -                                  |
| Industrial chemicals  | 5  | 4,838     | 277            |                             | 35                                  | 92       | -             | -                                  |
| All other   | 10                                       | 371       | 41             |                             | 12                                  | 21       | 1             | -                                  |
| Clothing and furnishings                                    | 13                                       | 3,932     | 896            | 22.8                        | 154                                 | 362      | -             | -                                  |
| Clothing, women's and children's                            | 4  | 2,796     | 688            |                             | 108                                 | 270      | -             | -                                  |
| Millinery and millinery supplies                            | 4  | 128       | 15             |                             | 10                                  | 11       | -             | -                                  |
| All other   | 5  | 1,008     | 193            |                             | 36                                  | 81       | -             | -                                  |
| Coal  | 7  | 3,759     | 345            | 9.2                         | 54                                  | 158      | 13            | -                                  |
| Dry goods   | 7  | 960       | 180            | 18.8                        | 47                                  | 125      | -             | -                                  |
| Notions   | 4  | 246       | 61             |                             | 25                                  | 51       | -             | -                                  |
| All other   | 3  | 714       | 119            |                             | 22                                  | 74       | -             | -                                  |
| Electrical goods  | 45                                       | 10,910    | 1,041          | 9.5                         | 220                                 | 501      | 1             | -                                  |
| Farm supplies (fertilizer)                                  | 3  | 1,398     | 185            | 13.2                        | 63                                  | 96       | -             | -                                  |
| Furniture and house furnishings                             | 9  | 869       | 62             | 7.1                         | 15                                  | 34       | 5             | -                                  |
| China, glassware and crockery                               | 4  | 319       | 17             |                             | 8                                   | 11       | -             | -                                  |
| All other   | 5  | 550       | 45             |                             | 7                                   | 23       | 5             | -                                  |
| Groceries and foods (except farm products)                  | 17                                       | 8,503     | 1,301          | 15.3                        | 369                                 | 644      | -             | -                                  |
| Hardware (specialty lines)                                  | 7  | 9,298     | 468            | 5.0                         | 81                                  | 259      | -             | -                                  |
| Jewelry and optical goods                                   | 4  | 501       | 33             | 6.6                         | 8                                   | 24       | -             | -                                  |
| Lumber and building materials (other than metal)            | 15                                       | 3,121     | 398            | 12.8                        | 92                                  | 225      | 2             | -                                  |
| Brick and tile  | 5  | 1,033     | 106            |                             | 22                                  | 56       | -             | -                                  |
| All other   | 10                                       | 2,038     | 292            |                             | 70                                  | 169      | 2             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 113                                      | 17,392    | 1,958          | 11.3                        | 451                                 | 1,177    | 26            | -                                  |
| Commercial machinery, equipment and supplies                | 21                                       | 711       | 119            |                             | 44                                  | 89       | 1             | -                                  |
| Office equipment and supplies                               | 14                                       | 520       | 82             |                             | 33                                  | 68       | -             | -                                  |
| All other   | 7  | 191       | 37             |                             | 11                                  | 21       | 1             | -                                  |
| Construction machinery and equipment                        | 9  | 243       | 45             |                             | 21                                  | 27       | -             | -                                  |
| Industrial machinery, equipment and supplies                | 66                                       | 14,771    | 1,646          |                             | 357                                 | 972      | 17            | -                                  |
| Machine tools   | 3  | 399       | 111            |                             | 27                                  | 65       | -             | -                                  |
| All other   | 63                                       | 14,372    | 1,535          |                             | 330                                 | 907      | 17            | -                                  |

## WHOLESALE DISTRIBUTION: 1933

13-69-3  
Census of  
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Table 2B.—STATE OF OHIO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WITH STOCKS (continued)</b>                              |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (continued)               |                                       |           |                |                             |                                     |          |               |                                    |
| Professional equipment and supplies                         | 5                                     | \$303     | \$23           |                             | 5                                   | \$14     | \$4           | \$-                                |
| Service equipment and supplies                              | 5                                     | 187       | 52             |                             | 8                                   | 28       | 4             | -                                  |
| Transportation equipment and supplies                       | 7                                     | 1,177     | 73             |                             | 16                                  | 47       | -             | -                                  |
| Metals (except scrap)                                       | 66                                    | 57,968    | 2,173          | 3.7                         | 411                                 | 1,127    | 52            | -                                  |
| Iron and steel  | 51                                    | 47,778    | 1,657          |                             | 306                                 | 859      | 49            | -                                  |
| Other metal and metal works                                 | 15                                    | 10,190    | 516            |                             | 105                                 | 238      | 3             | -                                  |
| Paper and its products                                      | 20                                    | 6,787     | 272            | 4.0                         | 58                                  | 159      | -             | -                                  |
| Paper and its products (general line)                       | 3                                     | 2,585     | 86             |                             | 12                                  | 38       | -             | -                                  |
| Paper and its products (specialty lines)                    | 14                                    | 4,055     | 144            |                             | 39                                  | 101      | -             | -                                  |
| Stationery and stationery supplies                          | 3                                     | 147       | 42             |                             | 7                                   | 20       | -             | -                                  |
| Plumbing and heating equipment and supplies                 | 15                                    | 1,154     | 211            | 18.3                        | 49                                  | 110      | 1             | -                                  |
| Heating equipment (general line)                            | 9                                     | 256       | 98             |                             | 13                                  | 22       | 1             | -                                  |
| All other   | 6                                     | 898       | 173            |                             | 36                                  | 88       | -             | -                                  |
| Tobacco and its products (except leaf)                      | 5                                     | 7,576     | 120            | 1.6                         | 44                                  | 85       | -             | -                                  |
| All other kinds of business                                 | 39                                    | 4,032     | 974            | 24.2                        | 293                                 | 436      | 2             | -                                  |
| Beer  | 3                                     | 152       | 23             |                             | 7                                   | 12       | 1             | -                                  |
| Newspapers and periodicals                                  | 8                                     | 288       | 320            |                             | 157                                 | 172      | -             | -                                  |
| Miscellaneous   | 28                                    | 5,593     | 631            |                             | 129                                 | 252      | 1             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 164                                   | 76,037    | 1,566          | 2.1                         | 341                                 | 637      | 13            | 178                                |
| Coal  | 11                                    | 2,682     | 213            | 7.9                         | 47                                  | 80       | 1             | -                                  |
| Electrical goods  | 3                                     | 149       | 14             | 9.4                         | 5                                   | 7        | -             | -                                  |
| Farm products-raw materials                                 | 23                                    | 6,337     | 186            | 2.9                         | 39                                  | 65       | 4             | 73                                 |
| Livestock   | 13                                    | 4,719     | 123            |                             | 26                                  | 50       | 3             | 12                                 |
| All other   | 10                                    | 1,618     | 63             |                             | 13                                  | 15       | 1             | 61                                 |
| Farm products-consumer goods                                | 18                                    | 3,939     | 134            | 3.4                         | 30                                  | 56       | 1             | -                                  |
| Fruits and vegetables (fresh)                               | 13                                    | 3,418     | 126            |                             | 28                                  | 54       | 1             | -                                  |
| All other   | 5                                     | 581       | 8              |                             | 2                                   | 2        | -             | -                                  |
| Farm supplies   | 3                                     | 1,037     | 16             | 1.5                         | 2                                   | 3        | 1             | -                                  |
| Groceries and foods (except farm products)                  | 66                                    | 52,499    | 581            | 1.1                         | 145                                 | 292      | 4             | 54                                 |
| Lumber and building materials (other than<br>metal)         | 9                                     | 1,214     | 100            | 8.2                         | 18                                  | 24       | 1             | 43                                 |
| Lumber and millwork   | 5                                     | 656       | 87             |                             | 13                                  | 18       | 1             | 43                                 |
| All other   | 4                                     | 578       | 13             |                             | 5                                   | 6        | -             | -                                  |
| Metals (except scrap)                                       | 3                                     | 1,632     | 47             | 2.9                         | 10                                  | 19       | -             | -                                  |
| Paper and its products                                      | 3                                     | 445       | 7              | 1.6                         | 2                                   | 1        | -             | -                                  |
| Waste materials   | 6                                     | 1,569     | 62             | 4.5                         | 19                                  | 28       | -             | 5                                  |
| All other kinds of business                                 | 19                                    | 4,734     | 206            | 4.4                         | 24                                  | 62       | 1             | 23                                 |
| Wines and spirituous liquors                                | 3                                     | 699       | 44             |                             | 2                                   | 22       | -             | 22                                 |
| Miscellaneous   | 16                                    | 4,035     | 168            |                             | 22                                  | 40       | 1             | 1                                  |
| <b>COMMISSION MERCHANTS</b>                                 |                                       |           |                |                             |                                     |          |               |                                    |
|   | 117                                   | 42,401    | 1,908          | 4.5                         | 649                                 | 915      | 22            | 271                                |
| Automotive products   | 3                                     | 119       | 12             | 10.1                        | 4                                   | 7        | -             | -                                  |
| Dry goods   | 4                                     | 588       | 30             | 5.1                         | 7                                   | 20       | -             | 55                                 |
| Electrical goods  | 3                                     | 50        | 8              | 16.0                        | 5                                   | 5        | 1             | 1                                  |
| Farm products-raw materials                                 | 30                                    | 26,688    | 547            | 20.2                        | 205                                 | 282      | 11            | -                                  |
| Livestock   | 27                                    | 25,076    | 528            |                             | 201                                 | 275      | 10            | -                                  |
| All other   | 3                                     | 1,622     | 19             |                             | 4                                   | 8        | 1             | -                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF

OHIO

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>COMMISSION MERCHANTS (continued)</b>                     |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 58                                    | \$12,763  | \$873          | 6.8                         | 320                                 | \$455    | \$9           | \$108                              |
| Poultry and poultry products                                | 8                                     | 359       | 35             |                             | 13                                  | 17       | 2             | 1                                  |
| Dairy and poultry products                                  | 5                                     | 515       | 41             |                             | 10                                  | 15       | 1             | 7                                  |
| Fruits and vegetables (fresh)                               | 45                                    | 11,889    | 797            |                             | 297                                 | 423      | 6             | 100                                |
| All other kind of business                                  | 19                                    | 2,183     | 438            | 20.1                        | 108                                 | 145      | 1             | 107                                |
| Flowers and nursery stock                                   | 8                                     | 810       | 166            |                             | 57                                  | 69       | -             | 40                                 |
| Miscellaneous   | 11                                    | 1,373     | 272            |                             | 51                                  | 76       | 1             | 67                                 |
| <b>EXPORT AGENTS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 7                                     | 136       | 17             | 12.5                        | 8                                   | 8        | -             | 1                                  |
| All other kinds of business                                 | 4                                     | 65        | 10             | 15.4                        | 4                                   | 4        | -             | -                                  |
|   | 3                                     | 71        | 7              | 9.9                         | 4                                   | 4        | -             | 1                                  |
| <b>MANUFACTURERS' AGENTS</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 359                                   | 30,460    | 1,798          | 5.9                         | 478                                 | 774      | 43            | 146                                |
| Chemicals   | 8                                     | 1,525     | 39             | 2.6                         | 9                                   | 18       | -             | -                                  |
| Industrial chemicals  | 27                                    | 3,720     | 174            | 4.7                         | 42                                  | 70       | 3             | 4                                  |
| Paints and varnishes  | 11                                    | 2,504     | 105            |                             | 14                                  | 30       | 3             | 2                                  |
| All other   | 4                                     | 39        | 9              |                             | 3                                   | 4        | -             | 1                                  |
| All other   | 12                                    | 1,177     | 60             |                             | 25                                  | 36       | -             | 1                                  |
| Clothing and furnishings                                    | 16                                    | 1,008     | 58             | 5.8                         | 25                                  | 28       | -             | 3                                  |
| Hosiery   | 3                                     | 306       | 10             |                             | 3                                   | 5        | -             | -                                  |
| Millinery and millinery supplies                            | 6                                     | 296       | 18             |                             | 11                                  | 9        | -             | 3                                  |
| All other   | 7                                     | 406       | 30             |                             | 11                                  | 14       | -             | -                                  |
| Coal  | 5                                     | 1,629     | 154            | 9.5                         | 28                                  | 71       | 2             | -                                  |
| Drugs and drug sundries                                     | 3                                     | 200       | 6              | 3.0                         | 2                                   | 2        | -             | -                                  |
| Dry goods   | 14                                    | 770       | 22             | 2.9                         | 6                                   | 11       | 1             | 1                                  |
| Piece goods   | 8                                     | 500       | 11             |                             | 3                                   | 4        | 1             | -                                  |
| All other   | 6                                     | 270       | 11             |                             | 3                                   | 7        | -             | 1                                  |
| Electrical goods  | 23                                    | 1,077     | 101            | 9.4                         | 31                                  | 41       | 2             | -                                  |
| Furniture and house furnishings                             | 18                                    | 1,419     | 61             | 4.3                         | 17                                  | 27       | 6             | 2                                  |
| China, glassware and crockery                               | 4                                     | 666       | 38             |                             | 9                                   | 19       | 5             | -                                  |
| Furniture   | 7                                     | 412       | 11             |                             | 5                                   | 5        | -             | -                                  |
| All other   | 7                                     | 341       | 12             |                             | 3                                   | 3        | 1             | 2                                  |
| Groceries and foods (except farm products)                  | 16                                    | 8,954     | 128            | 1.4                         | 24                                  | 69       | 1             | -                                  |
| Hardware (specialty lines)                                  | 10                                    | 402       | 50             | 12.4                        | 14                                  | 24       | 2             | 8                                  |
| Lumber and building materials (other than metal)            | 16                                    | 630       | 30             | 4.8                         | 8                                   | 7        | 1             | -                                  |
| Lumber and millwork   | 3                                     | 300       | 6              |                             | -                                   | -        | -             | -                                  |
| Brick and tile  | 5                                     | 151       | 6              |                             | 2                                   | 2        | 1             | -                                  |
| All other   | 10                                    | 179       | 18             |                             | 6                                   | 5        | -             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 129                                   | 4,467     | 624            | 14.0                        | 159                                 | 260      | 15            | 95                                 |
| Commercial machinery, equipment and supplies                | 27                                    | 702       | 181            |                             | 71                                  | 84       | 3             | 65                                 |
| Office machinery, equipment and supplies                    | 12                                    | 155       | 68             |                             | 33                                  | 35       | 1             | 24                                 |
| Store equipment and supplies                                | 4                                     | 244       | 84             |                             | 33                                  | 41       | 2             | 39                                 |
| All other   | 11                                    | 303       | 29             |                             | 5                                   | 8        | -             | 2                                  |
| Construction machinery, equipment and supplies              | 8                                     | 152       | 15             |                             | 3                                   | 4        | -             | -                                  |
| Road machinery and equipment                                | 3                                     | 86        | 9              |                             | 3                                   | 4        | -             | -                                  |
| All other   | 5                                     | 66        | 6              |                             | -                                   | -        | -             | -                                  |

## WHOLESALE DISTRIBUTION: 1933

12-69-4  
Census of  
American  
Business

Table 2B.—STATE OF

OHIO

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| Machinery, equipment and supplies(continued)                |                                       |           |                |                             |                                     |          |               |                                    |
| Farm and dairy machinery and equipment                      | 3                                     | \$10      | \$4            |                             | 1                                   | \$1      | 4             | \$6                                |
| Industrial machinery, equipment and supplies                | 72                                    | 2,553     | 295            |                             | 60                                  | 113      | 7             | 21                                 |
| Machine tools   | 4                                     | 66        | 7              |                             | -                                   | -        | -             | -                                  |
| Mechanical rubber goods                                     | 4                                     | 609       | 75             |                             | 10                                  | 39       | -             | 6                                  |
| All other   | 64                                    | 1,878     | 213            |                             | 50                                  | 74       | 7             | 15                                 |
| Professional equipment and supplies                         | 7                                     | 58        | 8              |                             | 4                                   | 1        | 1             | 1                                  |
| Service equipment and supplies                              | 5                                     | 150       | 20             |                             | 3                                   | 4        | 2             | 2                                  |
| Transportation equipment and supplies                       | 7                                     | 842       | 101            |                             | 17                                  | 53       | 2             | -                                  |
| Metals (except scrap)                                       | 28                                    | 3,144     | 143            | 4.6                         | 44                                  | 69       | 9             | 11                                 |
| Iron and steel  | 16                                    | 2,347     | 106            |                             | 28                                  | 48       | 5             | 9                                  |
| Sheet metal products  | 3                                     | 281       | 7              |                             | 4                                   | 4        | -             | -                                  |
| Other metal and metal works                                 | 9                                     | 516       | 32             |                             | 12                                  | 17       | 4             | 2                                  |
| Paper and its products                                      | 3                                     | 115       | 8              | 7.0                         | -                                   | -        | -             | -                                  |
| Plumbing and heating equipment and supplies                 | 23                                    | 918       | 91             | 9.9                         | 34                                  | 43       | 1             | 20                                 |
| Pipe, valves and fittings                                   | 3                                     | 189       | 15             |                             | 6                                   | 5        | -             | 3                                  |
| All other   | 20                                    | 729       | 76             |                             | 28                                  | 38       | 1             | 17                                 |
| All other kinds of business                                 | 20                                    | 482       | 107            | 22.2                        | 35                                  | 54       | -             | 2                                  |
| SELLING AGENCIES  | 81                                    | 51,808    | 2,069          | 4.0                         | 387                                 | 1,026    | 29            | 95                                 |
| Automotive products   | 3                                     | 54        | 11             | 20.4                        | 5                                   | 4        | -             | 3                                  |
| Coal  | 27                                    | 39,351    | 1,561          | 4.0                         | 272                                 | 763      | 21            | 16                                 |
| Dry goods   | 3                                     | 650       | 5              | 0.8                         | -                                   | 1        | 1             | -                                  |
| Electrical appliances, equipment and supplies               | 3                                     | 95        | 6              | 6.3                         | 3                                   | 1        | -             | -                                  |
| Furniture and house furnishings                             | 4                                     | 309       | 48             | 15.5                        | 9                                   | 17       | 3             | 6                                  |
| Lumber and building materials (other than metal)            | 10                                    | 534       | 96             | 18.0                        | 24                                  | 36       | 3             | 22                                 |
| Lumber and millwork   | 3                                     | 245       | 55             |                             | 8                                   | 16       | -             | 13                                 |
| All other   | 7                                     | 289       | 41             |                             | 16                                  | 20       | 3             | 7                                  |
| Machinery, equipment and supplies (except electrical)       | 3                                     | 318       | 36             | 11.3                        | 7                                   | 13       | -             | 2                                  |
| Metals (except scrap)                                       | 12                                    | 6,560     | 196            | 3.0                         | 38                                  | 121      | 1             | 27                                 |
| Iron and steel  | 9                                     | 6,340     | 188            |                             | 37                                  | 118      | 1             | 27                                 |
| All other   | 3                                     | 220       | 8              |                             | 1                                   | 3        | -             | -                                  |
| All other kinds of business                                 | 16                                    | 3,937     | 110            | 2.8                         | 29                                  | 70       | -             | 19                                 |
| OTHER AGENCIES  | 28                                    | 9,990     | 331            | 3.3                         | 126                                 | 219      | 46            | 24                                 |
| Farm products—raw materials                                 | 18                                    | 2,561     | 104            | 4.1                         | 47                                  | 62       | 29            | -                                  |
| Livestock   | 14                                    | 1,777     | 62             |                             | 31                                  | 36       | 21            | -                                  |
| Tobacco (leaf)  | 4                                     | 784       | 42             |                             | 16                                  | 26       | 8             | -                                  |
| Furniture and house furnishings                             | 3                                     | 97        | 19             | 19.6                        | 7                                   | 9        | 2             | 2                                  |
| All other kinds of business                                 | 7                                     | 7,332     | 208            | 2.8                         | 72                                  | 148      | 15            | 22                                 |
| ALL OTHER TYPES   |                                       |           |                |                             |                                     |          |               |                                    |
| BULK TANK STATIONS (petroleum)                              | 714                                   | 63,267    | 14,023         | 16.8                        | 3,985                               | 5,731    | 102           | 4,909                              |
| CHAIN STORE WAREHOUSES                                      | 24                                    | 114,454   | 7,521          | 6.6                         | 1,938                               | 3,299    | 28            | 3,907                              |
| Farm products—consumer goods                                | 5                                     | 3,096     | 282            | 9.1                         | 52                                  | 69       | 7             | 24                                 |
| Groceries and foods (except farm products)                  | 16                                    | 105,878   | 7,027          | 6.6                         | 1,781                               | 3,086    | 31            | 3,122                              |
| Groceries (general line)                                    | 13                                    | 103,623   | 6,944          |                             | 1,772                               | 3,065    | 31            | 3,101                              |
| All other   | 3                                     | 2,255     | 83             |                             | 19                                  | 21       | -             | 21                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF

OHIO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                    |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>CHAIN STORE WAREHOUSES (continued)</b>                   |                                    |           |                |                             |                                     |          |               |                                    |
| All other kinds of business                                 | 5                                  | \$5,480   | \$212          | 3.9                         | 95                                  | \$144    | 8             | \$759                              |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                        | 453                                | 17,977    | 1,547          | 8.6                         | 637                                 | 623      | 69            | 862                                |
| <b>Farm products—raw materials</b>                          | 166                                | 7,560     | 395            | 5.2                         | 173                                 | 169      | 19            | 741                                |
| Grain   | 14                                 | 499       | 48             | 49                          | 25                                  | 24       | 1             | 33                                 |
| Hides, skins, and furs (raw)                                | 34                                 | 570       | 49             | 17                          | 17                                  | 22       | 4             | 52                                 |
| Horses and mules  | 6                                  | 97        | 9              | 9                           | 2                                   | 2        | 1             | 4                                  |
| Livestock   | 100                                | 5,543     | 179            | 92                          | 47                                  | 49       | 10            | 29                                 |
| Tobacco (leaf)  | 6                                  | 450       | 9              | 2                           | 76                                  | 64       | 1             | 613                                |
| Wool and mohair   | 3                                  | 36        | 2              | -                           | -                                   | -        | -             | -                                  |
| All other   | 3                                  | 365       | 16             | 6                           | 6                                   | 8        | 2             | 10                                 |
| <b>Farm products—consumer goods</b>                         | 259                                | 9,875     | 1,048          | 10.6                        | 427                                 | 409      | 40            | 96                                 |
| Dairy products (general line)                               | 22                                 | 1,104     | 222            | 102                         | 102                                 | 117      | 3             | 15                                 |
| Milk and cream  | 18                                 | 168       | 15             | 11                          | 11                                  | 8        | -             | 1                                  |
| Poultry and poultry products                                | 114                                | 5,538     | 458            | 180                         | 180                                 | 180      | 24            | 32                                 |
| Dairy and poultry products                                  | 82                                 | 2,641     | 302            | 121                         | 121                                 | 91       | 9             | 46                                 |
| Fruits and vegetables (fresh)                               | 20                                 | 400       | 44             | 11                          | 11                                  | 11       | 4             | 2                                  |
| All other   | 3                                  | 24        | 5              | 2                           | 2                                   | 2        | -             | -                                  |
| <b>Farm supplies</b>  | 21                                 | 441       | 72             | 16.3                        | 28                                  | 26       | 7             | 24                                 |
| Feed  | 16                                 | 251       | 62             | 10                          | 23                                  | 23       | 6             | 12                                 |
| All other   | 5                                  | 190       | 10             | 5                           | 5                                   | 3        | 1             | 12                                 |
| All other kinds of business                                 | 7                                  | 101       | 34             | 33.7                        | 9                                   | 19       | 3             | 1                                  |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   | 92                                 | 31,312    | 1,709          | 5.5                         | 616                                 | 871      | 32            | 183                                |
| <b>Farm products—raw materials</b>                          | 31                                 | 21,591    | 441            | 2.0                         | 124                                 | 243      | 15            | 63                                 |
| Livestock   | 21                                 | 20,141    | 338            | 80                          | 80                                  | 190      | 13            | 3                                  |
| All other   | 10                                 | 1,450     | 103            | 44                          | 44                                  | 53       | 2             | 60                                 |
| <b>Farm products—consumer goods</b>                         | 46                                 | 8,862     | 1,184          | 13.4                        | 455                                 | 589      | 16            | 42                                 |
| Dairy products (general line)                               | 21                                 | 1,848     | 646            | 247                         | 247                                 | 319      | 11            | 19                                 |
| Milk and cream  | 8                                  | 2,601     | 335            | 134                         | 134                                 | 177      | 2             | 14                                 |
| Fruits and vegetables (fresh)                               | 11                                 | 3,932     | 120            | 40                          | 40                                  | 56       | 1             | 5                                  |
| All other   | 6                                  | 461       | 83             | 34                          | 34                                  | 37       | 2             | 6                                  |
| <b>Farm supplies</b>  | 12                                 | 790       | 75             | 9.5                         | 33                                  | 35       | 1             | 66                                 |
| All other kinds of business                                 | 3                                  | 69        | 9              | 13.0                        | 4                                   | 4        | -             | 12                                 |
| <b>CREAM STATIONS</b>                                       | 212                                | 3,071     | 760            | 24.7                        | 334                                 | 316      | 6             | 125                                |
| <b>ELEVATORS</b>  | 268                                | 15,794    | 1,248          | 8.5                         | 611                                 | 658      | 48            | 1,489                              |
| <b>CLEVELAND</b>  | 2,015                              | 526,606   | 66,438         | 12.6                        | 18,362                              | 31,394   | 846           | 44,440                             |
| Wholesalers proper  | 1,117                              | 180,169   | 30,170         | 16.7                        | 9,900                               | 15,442   | 537           | 21,495                             |
| Manufacturers' sales branches                               | 507                                | 216,213   | 28,573         | 13.2                        | 6,416                               | 12,427   | 223           | 20,777                             |
| Agents and brokers  | 339                                | 79,557    | 3,315          | 4.2                         | 802                                 | 1,643    | 67            | 265                                |
| All other types   | 52                                 | 50,667    | 4,380          | 8.6                         | 1,244                               | 1,882    | 19            | 1,905                              |
| <b>WHOLESALESAERS PROPER</b>                                |                                    |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 18                                 | 640       | 308            | 48.1                        | 80                                  | 118      | 3             | 75                                 |
| Moving picture films  | 5                                  | 180       | 146            | 81                          | 25                                  | 39       | 1             | 5                                  |
| Sporting goods (general line)                               | 3                                  | 185       | 73             | 24                          | 24                                  | 34       | -             | 33                                 |
| Toys, novelties, and fireworks                              | 5                                  | 114       | 50             | 11                          | 11                                  | 17       | 1             | 11                                 |
| All other   | 6                                  | 163       | 59             | 20                          | 20                                  | 28       | 1             | 26                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF

OHIO

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALESAERS PROPER (continued)                           |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 72                                    | \$12,744  | \$2,074        | 16.3                        | 795                                 | \$1,055  | \$15          | \$1,064                            |
| Automobiles and other motor vehicles                        | 6                                     | 8,970     | 847            |                             | 353                                 | 402      | 7             | 251                                |
| Automotive equipment, accessories and<br>parts              | 65                                    | 5,720     | 1,217          |                             | 440                                 | 637      | 7             | 841                                |
| Tires and tubes   | 3                                     | 54        | 10             |                             | 2                                   | 4        | 1             | 12                                 |
| Chemicals   | 28                                    | 6,500     | 1,316          | 20.2                        | 336                                 | 774      | 24            | 1,229                              |
| Industrial chemicals  | 8                                     | 4,432     | 550            |                             | 122                                 | 330      | 11            | 898                                |
| Naval stores  | 3                                     | 74        | 27             |                             | 10                                  | 13       |               | 5                                  |
| Paints and varnishes  | 11                                    | 1,802     | 650            |                             | 172                                 | 261      | 10            | 378                                |
| All other   | 6                                     | 192       | 109            |                             | 32                                  | 50       | 3             | 14                                 |
| Clothing and furnishings                                    | 69                                    | 5,592     | 1,101          | 19.7                        | 317                                 | 591      | 20            | 625                                |
| Clothing and furnishings (general line)                     | 5                                     | 217       | 78             |                             | 11                                  | 21       | 1             | 41                                 |
| Clothing, men's and boys'                                   | 10                                    | 742       | 35             |                             | 28                                  | 47       | 4             | 96                                 |
| Clothing, women's and children's                            | 15                                    | 2,569     | 596            |                             | 149                                 | 297      | 5             | 229                                |
| Furnishings (general line)                                  | 3                                     | 93        | 11             |                             | 7                                   | 5        |               | 22                                 |
| Furnishings, men's and boys'                                | 19                                    | 978       | 161            |                             | 50                                  | 95       | 3             | 109                                |
| Millinery and millinery supplies                            | 6                                     | 504       | 115            |                             | 51                                  | 74       | 1             | 21                                 |
| Shoes and other footwear                                    | 8                                     | 520       | 77             |                             | 12                                  | 37       | 6             | 54                                 |
| All other   | 3                                     | 169       | 32             |                             | 10                                  | 15       |               | 53                                 |
| Coal  | 22                                    | 8,215     | 512            | 5.9                         | 112                                 | 323      | 21            | 105                                |
| Drugs and drug sundries                                     | 21                                    | 4,982     | 725            | 14.9                        | 214                                 | 316      | 29            | 315                                |
| Drugs (general line)  | 3                                     | 3,692     | 494            |                             | 133                                 | 203      | 29            | 669                                |
| Drugs (specialty lines)                                     | 4                                     | 85        | 28             |                             | 13                                  | 16       |               | 13                                 |
| Patent medicines  | 4                                     | 162       | 41             |                             | 10                                  | 23       |               | 56                                 |
| Toilet articles and preparations                            | 5                                     | 25        | 11             |                             | 4                                   | 4        |               | 1                                  |
| All other   | 5                                     | 718       | 151            |                             | 54                                  | 70       |               | 56                                 |
| Dry goods   | 45                                    | 10,154    | 1,842          | 18.1                        | 445                                 | 1,048    | 25            | 1,270                              |
| Dry goods (general line)                                    | 3                                     | 2,759     | 563            |                             | 133                                 | 297      | 1             | 439                                |
| Knit goods  | 13                                    | 5,975     | 975            |                             | 191                                 | 562      | 19            | 643                                |
| Notions   | 8                                     | 194       | 22             |                             | 9                                   | 11       | 1             | 24                                 |
| Piece goods   | 16                                    | 662       | 212            |                             | 52                                  | 114      | 2             | 89                                 |
| All other   | 7                                     | 544       | 110            |                             | 36                                  | 64       |               | 75                                 |
| Electrical goods  | 59                                    | 4,529     | 1,157          | 25.5                        | 426                                 | 622      | 7             | 672                                |
| Electrical appliances, equipment and<br>supplies            | 28                                    | 3,187     | 748            |                             | 247                                 | 410      | 6             | 509                                |
| Radios and radio equipment                                  | 7                                     | 335       | 85             |                             | 25                                  | 48       | 1             | 49                                 |
| Refrigerators   | 4                                     | 1,007     | 326            |                             | 154                                 | 164      |               | 114                                |
| Farm products—raw materials                                 | 9                                     | 2,340     | 102            | 4.4                         | 32                                  | 48       | 3             | 328                                |
| Grain   | 4                                     | 2,139     | 67             |                             | 21                                  | 37       | 1             | 297                                |
| All other   | 5                                     | 201       | 35             |                             | 11                                  | 11       | 2             | 41                                 |
| Farm products—consumer goods                                | 133                                   | 21,408    | 2,722          | 12.7                        | 912                                 | 1,191    | 30            | 407                                |
| Dairy products (general line)                               | 19                                    | 2,481     | 697            |                             | 220                                 | 318      | 1             | 25                                 |
| Cheese  | 4                                     | 232       | 45             |                             | 9                                   | 18       | 1             | 8                                  |
| Milk and cream  | 17                                    | 948       | 379            |                             | 108                                 | 150      | 6             | 3                                  |
| All other dairy products                                    | 3                                     | 77        | 37             |                             | 9                                   | 15       |               | 3                                  |
| Poultry and poultry products                                | 22                                    | 2,196     | 173            |                             | 51                                  | 74       | 5             | 15                                 |
| Fruits and vegetables (fresh)                               | 59                                    | 12,421    | 893            |                             | 251                                 | 360      | 12            | 165                                |
| Dairy and poultry products                                  | 6                                     | 2,010     | 305            |                             | 124                                 | 194      | 1             | 66                                 |
| All other   | 5                                     | 1,043     | 201            |                             | 80                                  | 82       | 4             | 122                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF OHIO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALE TRADERS PROPER (continued)                        |                                       |           |                |                             |                                     |          |               |                                    |
| Farm supplies   | 4                                     | \$1,100   | \$260          | 32.7                        | 67                                  | \$162    | \$44          | \$136                              |
| Furniture and house furnishings                             | 24                                    | 2,050     | 284            | 13.9                        | 100                                 | 117      | 8             | 652                                |
| Floor coverings   | 5                                     | 1,606     | 197            |                             | 63                                  | 74       | 4             | 417                                |
| Furniture   | 5                                     | 73        | 24             |                             | 12                                  | 10       | 1             | 48                                 |
| House furnishings (except china and glassware)              | 11                                    | 290       | 43             |                             | 17                                  | 22       | 3             | 157                                |
| All other   | 3                                     | 81        | 20             |                             | 8                                   | 11       | -             | 30                                 |
| Groceries and foods (except farm products)                  | 170                                   | 29,495    | 4,903          | 16.6                        | 1,913                               | 2,639    | 55            | 3,264                              |
| Groceries (general line)                                    | 20                                    | 11,506    | 1,639          | 7.93                        |                                     | 1,017    | 5             | 2,018                              |
| Confectionery and soft drinks                               | 28                                    | 1,182     | 366            |                             | 132                                 | 158      | 10            | 76                                 |
| Fish and sea foods  | 8                                     | 695       | 226            |                             | 86                                  | 105      | 9             | 54                                 |
| Meats and meat products                                     | 53                                    | 9,209     | 1,501          |                             | 548                                 | 815      | 15            | 577                                |
| Other food and grocery specialties                          | 61                                    | 7,103     | 1,171          |                             | 354                                 | 544      | 14            | 539                                |
| Hardware  | 16                                    | 5,076     | 1,021          | 20.1                        | 396                                 | 672      | 2             | 1,556                              |
| Jewelry and optical goods                                   | 22                                    | 1,257     | 369            | 29.4                        | 124                                 | 189      | 3             | 197                                |
| Jewelry (general line)                                      | 7                                     | 274       | 61             |                             | 23                                  | 26       | 1             | 51                                 |
| Diamonds and other precious stones                          | 3                                     | 279       | 45             |                             | 8                                   | 27       | -             | 35                                 |
| Optical goods   | 8                                     | 521       | 223            |                             | 76                                  | 114      | 1             | 60                                 |
| All other   | 4                                     | 183       | 40             |                             | 17                                  | 22       | 1             | 51                                 |
| Lumber and building materials (other than metal)            | 47                                    | 5,366     | 1,365          | 25.3                        | 323                                 | 637      | 71            | 1,446                              |
| Lumber and millwork   | 16                                    | 1,073     | 359            |                             | 93                                  | 152      | 32            | 629                                |
| Brick and tile  | 3                                     | 1,853     | 233            |                             | 37                                  | 129      | 2             | 454                                |
| Glass   | 4                                     | 409       | 190            |                             | 39                                  | 117      | 24            | 144                                |
| All other   | 24                                    | 2,051     | 583            |                             | 154                                 | 240      | 13            | 222                                |
| Machinery, equipment and supplies (except electrical)       | 116                                   | 11,100    | 3,321          | 29.9                        | 1,064                               | 1,704    | 109           | 2,194                              |
| Commercial machinery, equipment and supplies                | 24                                    | 625       | 186            |                             | 64                                  | 83       | 8             | 92                                 |
| Industrial machinery, equipment and supplies                | 51                                    | 7,447     | 2,286          |                             | 711                                 | 1,189    | 89            | 1,326                              |
| Bottles and bottling equipment                              | 3                                     | 61        | 10             |                             | 5                                   | 4        | -             | 14                                 |
| Mechanical tools  | 4                                     | 1,727     | 464            |                             | 161                                 | 269      | 60            | 100                                |
| Mechanical rubber goods                                     | 3                                     | 167       | 37             |                             | 17                                  | 16       | 4             | 19                                 |
| Mill and mine supplies (general line)                       | 9                                     | 2,283     | 770            |                             | 326                                 | 450      | 6             | 700                                |
| All other   | 32                                    | 3,209     | 1,005          |                             | 202                                 | 450      | 19            | 493                                |
| Professional equipment and supplies                         | 12                                    | 950       | 356            |                             | 141                                 | 196      | 3             | 215                                |
| Service equipment and supplies                              | 22                                    | 938       | 285            |                             | 104                                 | 132      | 3             | 204                                |
| Barber and beauty parlor equipment and supplies             | 5                                     | 201       | 76             |                             | 31                                  | 38       | 3             | 80                                 |
| All other   | 17                                    | 737       | 209            |                             | 73                                  | 94       | -             | 184                                |
| Transportation equipment and supplies                       | 4                                     | 624       | 81             |                             | 26                                  | 47       |               | 214                                |
| Other machinery, equipment and supplies                     | 3                                     | 316       | 127            |                             | 18                                  | 57       | 6             | 145                                |
| Metals (except scrap)                                       | 20                                    | 5,881     | 925            | 15.7                        | 297                                 | 486      | 7             | 1,103                              |
| Iron and steel  | 10                                    | 3,675     | 569            |                             | 176                                 | 275      | 3             | 750                                |
| All other   | 10                                    | 2,206     | 356            |                             | 121                                 | 211      | 4             | 353                                |
| Paper and its products                                      | 39                                    | 8,335     | 1,816          | 21.8                        | 602                                 | 1,079    | 4             | 1,574                              |
| Paper and its products (general line)                       | 6                                     | 2,265     | 398            |                             | 155                                 | 244      | -             | 416                                |
| Paper and its products (specialty lines)                    | 14                                    | 4,318     | 957            |                             | 350                                 | 626      | 1             | 690                                |
| Stationery and stationery supplies                          | 3                                     | 994       | 188            |                             | 32                                  | 107      | -             | 210                                |
| Wall paper  | 16                                    | 758       | 273            |                             | 85                                  | 102      | 3             | 258                                |

## WHOLESALE DISTRIBUTION: 1933

12-49-4  
Census of  
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Table 28.—STATE OF

OHIO

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                      | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|----------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per cent<br>of sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALESAERS PROPER (continued)</b>                    |                                       |           |                |                      |                                     |          |               |                                    |
| Petroleum and its products                                  | 24                                    | \$8,593   | \$798          | 9.3                  | 135                                 | \$280    | \$3           | \$494                              |
| Plumbing and heating equipment and supplies                 | 31                                    | 1,578     | 552            | 35.0                 | 204                                 | 223      | 7             | 659                                |
| Pipe, valves and fittings                                   | 5                                     | 114       | 24             |                      | 24                                  | 11       | -             | 34                                 |
| Plumbing and heating equipment (general line)               | 9                                     | 454       | 161            |                      | 44                                  | 71       | 5             | 236                                |
| All other   | 17                                    | 1,010     | 367            |                      | 136                                 | 141      | 2             | 399                                |
| Tobacco and its products (except leaf)                      | 21                                    | 10,861    | 701            | 6.5                  | 233                                 | 320      | -             | 594                                |
| Waste materials   | 63                                    | 7,584     | 943            | 12.0                 | 404                                 | 378      | 23            | 543                                |
| Iron and steel scrap  | 11                                    | 2,456     | 208            |                      | 55                                  | 96       | 12            | 185                                |
| Junk and scrap (general line)                               | 33                                    | 4,869     | 418            |                      | 141                                 | 142      | 9             | 252                                |
| Waste paper, rags and rubber                                | 19                                    | 1,060     | 317            |                      | 88                                  | 140      | 2             | 106                                |
| All other products  | 64                                    | 3,969     | 941            | 23.7                 | 362                                 | 492      | 28            | 471                                |
| Bags and bagging  | 5                                     | 170       | 45             |                      | 23                                  | 23       | -             | 9                                  |
| Beer  | 6                                     | 295       | 40             |                      | 19                                  | 21       | -             | 7                                  |
| Forest products (except lumber)                             | 10                                    | 319       | 100            |                      | 19                                  | 37       | 19            | 19                                 |
| Leather   | 3                                     | 196       | 38             |                      | 15                                  | 20       | -             | 45                                 |
| Leather goods   | 14                                    | 494       | 137            |                      | 48                                  | 73       | 1             | 130                                |
| Newspapers and magazines                                    | 3                                     | 1,144     | 291            |                      | 164                                 | 198      | 7             | 83                                 |
| Wines and spirituous liquors                                | 4                                     | 333       | 107            |                      | 16                                  | 32       | 1             | 31                                 |
| Miscellaneous kinds of business                             | 19                                    | 1,028     | 163            |                      | 58                                  | 88       | -             | 147                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                      |                                     |          |               |                                    |
| <b>WITH STOCKS</b>  |                                       |           |                |                      |                                     |          |               |                                    |
|   | 294                                   | 128,436   | 21,134         | 16.5                 | 4,851                               | 8,673    | 156           | 20,777                             |
| Amusement and sporting goods                                | 4                                     | 1,545     | 261            | 16.9                 | 76                                  | 139      | -             | 24                                 |
| Automotive products   | 20                                    | 7,994     | 1,386          | 17.3                 | 349                                 | 326      | 4             | 459                                |
| Chemicals   | 28                                    | 24,991    | 3,212          | 12.9                 | 618                                 | 1,372    | 4             | 2,104                              |
| Clothing and furnishings                                    | 15                                    | 2,123     | 438            | 20.6                 | 65                                  | 211      | 11            | 160                                |
| Drugs and drug sundries                                     | 4                                     | 862       | 391            | 45.4                 | 83                                  | 175      | -             | 87                                 |
| Dry goods   | 5                                     | 471       | 69             | 14.6                 | 23                                  | 31       | 1             | 63                                 |
| Electrical goods  | 22                                    | 29,165    | 5,873          | 20.1                 | 1,064                               | 1,768    | 8             | 9,463                              |
| Farm products—consumer goods                                | 3                                     | 2,237     | 299            | 13.4                 | 36                                  | 81       | -             | 81                                 |
| Furniture and house furnishings                             | 7                                     | 1,025     | 144            | 14.0                 | 62                                  | 75       | 2             | 143                                |
| Groceries and foods (except farm products)                  | 24                                    | 21,773    | 2,349          | 10.8                 | 402                                 | 1,040    | 52            | 732                                |
| Jewelry and optical goods                                   | 4                                     | 178       | 63             | 35.4                 | 20                                  | 26       | 2             | 22                                 |
| Lumber and building materials (other than metal)            | 17                                    | 5,310     | 861            | 16.2                 | 229                                 | 449      | 18            | 1,658                              |
| Machinery, equipment and supplies (except electrical)       | 70                                    | 10,445    | 2,655          | 25.4                 | 806                                 | 1,417    | 31            | 2,160                              |
| Metals (except scrap)                                       | 34                                    | 7,238     | 830            | 11.5                 | 323                                 | 413      | 6             | 1,218                              |
| Paper and its products                                      | 7                                     | 2,221     | 447            | 20.0                 | 155                                 | 230      | 2             | 308                                |
| Plumbing and heating equipment and supplies                 | 8                                     | 2,142     | 476            | 22.2                 | 129                                 | 249      | 4             | 288                                |
| All other kinds of business                                 | 22                                    | 8,706     | 1,380          | 15.9                 | 331                                 | 671      | 31            | 2,817                              |
| <b>WITHOUT STOCKS</b>                                       |                                       |           |                |                      |                                     |          |               |                                    |
|   | 213                                   | 87,777    | 7,439          | 8.5                  | 1,565                               | 3,754    | 67            | -                                  |
| Amusement and sporting goods                                | 5                                     | 1,914     | 360            | 19.8                 | 111                                 | 188      | -             | -                                  |
| Automotive products   | 6                                     | 7,593     | 725            | 9.5                  | 112                                 | 273      | -             | -                                  |
| Chemicals   | 7                                     | 1,385     | 50             | 3.6                  | 10                                  | 24       | -             | -                                  |
| Clothing and furnishings                                    | 13                                    | 3,932     | 896            | 22.8                 | 153                                 | 362      | -             | -                                  |
| Coal  | 4                                     | 2,197     | 197            | 9.0                  | 40                                  | 125      | 13            | -                                  |
| Dry goods   | 6                                     | 813       | 168            | 20.7                 | 46                                  | 116      | -             | -                                  |
| Electrical goods  | 16                                    | 4,632     | 395            | 8.7                  | 91                                  | 207      | -             | -                                  |
| Furniture and house furnishings                             | 6                                     | 636       | 46             | 7.2                  | 9                                   | 25       | 5             | -                                  |
| Groceries and foods (except farm products)                  | 6                                     | 2,632     | 457            | 17.0                 | 190                                 | 321      | -             | -                                  |
| Hardware  | 3                                     | 7,492     | 282            | 3.8                  | 82                                  | 155      | -             | -                                  |



## WHOLESALE DISTRIBUTION: 1933

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Table 28.—STATE OF OHIO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WITHOUT STOCKS (continued)                                  |                                       |           |                |                             |                                     |          |               |                                    |
| Lumber and building materials (other than metal)            | 9                                     | \$1,545   | \$227          | 14.7                        | 51                                  | \$120    | 2             | \$-                                |
| Machinery, equipment and supplies (except electrical)       | 54                                    | 10,772    | 1,352          | 12.6                        | 277                                 | 783      | 17            | -                                  |
| Metals (except scrap)                                       | 32                                    | 34,687    | 1,195          | 3.4                         | 214                                 | 652      | 29            | -                                  |
| Paper and its products                                      | 12                                    | 2,361     | 122            | 5.2                         | 24                                  | 63       | -             | -                                  |
| Plumbing and heating equipment and supplies                 | 7                                     | 906       | 155            | 17.1                        | 35                                  | 85       | -             | -                                  |
| All other kinds of business                                 | 17                                    | 4,260     | 612            | 14.4                        | 150                                 | 257      | 1             | -                                  |
| AGENTS AND BROKERS  |                                       |           |                |                             |                                     |          |               |                                    |
| BROKERS   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 54                                    | 23,981    | 472            | 1.6                         | 112                                 | 209      | 4             | 12                                 |
| Coal  | 4                                     | 190       | 36             | 18.9                        | 8                                   | 11       | -             | -                                  |
| Farm products-consumer goods                                | 10                                    | 1,563     | 87             | 5.6                         | 17                                  | 32       | -             | -                                  |
| Groceries and foods (except farm products)                  | 23                                    | 25,015    | 254            | 1.0                         | 64                                  | 131      | 3             | 3                                  |
| All other kinds of business                                 | 17                                    | 2,213     | 95             | 4.3                         | 23                                  | 35       | 1             | 9                                  |
| COMMISSION MERCHANTS  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 36                                    | 15,424    | 730            | 4.7                         | 218                                 | 413      | 11            | 104                                |
| Dry goods   | 3                                     | 547       | 20             | 3.7                         | 4                                   | 13       | -             | 49                                 |
| Farm products-raw materials                                 | 5                                     | 5,431     | 102            | 1.9                         | 27                                  | 59       | 3             | -                                  |
| Farm products-consumer goods                                | 19                                    | 8,373     | 489            | 5.8                         | 149                                 | 282      | 7             | 41                                 |
| All other kinds of business                                 | 9                                     | 1,073     | 119            | 11.1                        | 38                                  | 59       | 1             | 14                                 |
| EXPORT AGENTS   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 4                                     | 58        | 9              | 15.8                        | 4                                   | 4        | -             | -                                  |
| MANUFACTURERS' AGENTS                                       |                                       |           |                |                             |                                     |          |               |                                    |
|   | 201                                   | 15,856    | 1,063          | 6.7                         | 270                                 | 476      | 27            | 91                                 |
| Chemicals   | 15                                    | 2,946     | 155            | 4.6                         | 33                                  | 52       | 2             | 3                                  |
| Coal  | 4                                     | 558       | 50             | 9.0                         | 13                                  | 26       | 2             | -                                  |
| Dry goods   | 8                                     | 553       | 13             | 2.4                         | 4                                   | 5        | 1             | 1                                  |
| Electrical goods  | 14                                    | 871       | 90             | 10.3                        | 29                                  | 39       | 2             | -                                  |
| Furniture and house furnishings                             | 9                                     | 651       | 19             | 2.9                         | 6                                   | 6        | 1             | 2                                  |
| Hardware  | 7                                     | 348       | 41             | 11.8                        | 12                                  | 21       | 1             | 6                                  |
| Machinery, equipment and supplies (except electrical)       | 86                                    | 3,628     | 463            | 12.8                        | 105                                 | 196      | 10            | 61                                 |
| Metals (except scrap)                                       | 15                                    | 1,158     | 71             | 6.1                         | 17                                  | 30       | 8             | 10                                 |
| Plumbing and heating equipment and supplies                 | 9                                     | 418       | 44             | 10.5                        | 18                                  | 24       | -             | 3                                  |
| All other kinds of business                                 | 34                                    | 4,705     | 137            | 3.1                         | 33                                  | 77       | -             | 3                                  |
| SELLING AGENTS  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 40                                    | 15,200    | 925            | 6.1                         | 156                                 | 458      | 25            | 52                                 |
| Coal  | 8                                     | 3,441     | 606            | 7.2                         | 89                                  | 298      | 20            | 16                                 |
| Lumber and building materials (other than metal)            | 7                                     | 201       | 49             | 24.4                        | 14                                  | 18       | 3             | 17                                 |
| Machinery, equipment and supplies (except electrical)       | 3                                     | 318       | 36             | 11.3                        | 7                                   | 13       | -             | 2                                  |
| Metals (except scrap)                                       | 11                                    | 5,434     | 167            | 3.1                         | 30                                  | 105      | 1             | 11                                 |
| All other kinds of business                                 | 11                                    | 806       | 67             | 8.3                         | 16                                  | 24       | 1             | 6                                  |
| OTHER AGENTS  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 4                                     | 4,038     | 117            | 2.6                         | 42                                  | 83       | -             | 6                                  |
| ALL OTHER TYPES   |                                       |           |                |                             |                                     |          |               |                                    |
| BULK TANK STATIONS (petroleum)                              |                                       |           |                |                             |                                     |          |               |                                    |
|   | 26                                    | 13,326    | 1,720          | 12.9                        | 472                                 | 621      | 3             | 875                                |
| CHAIN STORE WAREHOUSES                                      |                                       |           |                |                             |                                     |          |               |                                    |
|   | 7                                     | 29,314    | 1,818          | 6.2                         | 463                                 | 786      | 2             | 1,005                              |
| Groceries and foods (except farm products)                  | 3                                     | 25,794    | 1,540          | 6.0                         | 407                                 | 679      | -             | 766                                |
| All other kinds of business                                 | 4                                     | 3,520     | 278            | 7.9                         | 56                                  | 107      | 2             | 259                                |

## WHOLESALE DISTRIBUTION: 1933

12-60-5  
Census of  
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Business

Table 2B.—STATE OF

OHIO

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                        | 10                                    | \$258     | \$44           | 12.3                        | 14                                  | \$22     | \$3           | \$1                                |
| Farm products—consumer goods                                | 7                                     | 95        | 17             | 17.9                        | 4                                   | 5        | 1             | —                                  |
| All other kinds of business                                 | 3                                     | 263       | 27             | 10.3                        | 10                                  | 17       | 2             | 1                                  |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   | 9                                     | 7,669     | 798            | 10.4                        | 295                                 | 453      | 11            | 26                                 |
| Farm products—raw materials                                 | 4                                     | 4,528     | 84             | 1.9                         | 25                                  | 56       | —             | —                                  |
| Farm products—consumer goods                                | 5                                     | 3,141     | 714            | 22.7                        | 270                                 | 397      | 11            | 26                                 |
| <b>CINCINNATI</b>   | 1,258                                 | 341,343   | 40,785         | 11.9                        | 12,784                              | 20,330   | 452           | 24,702                             |
| Wholesalers proper  | 776                                   | 139,910   | 23,623         | 16.9                        | 8,440                               | 12,014   | 349           | 18,302                             |
| Manufacturers' sales branches                               | 257                                   | 85,414    | 11,712         | 13.7                        | 3,127                               | 5,679    | 68            | 5,184                              |
| Agents and brokers  | 193                                   | 75,757    | 2,200          | 2.9                         | 552                                 | 1,086    | 30            | 157                                |
| All other types   | 32                                    | 40,262    | 3,250          | 8.1                         | 665                                 | 1,551    | 5             | 1,059                              |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 11                                    | 503       | 231            | 45.9                        | 51                                  | 74       | 3             | 71                                 |
| Moving picture films  | 3                                     | 118       | 103            | 84                          | 14                                  | 19       | —             | 1                                  |
| Toys, novelties, and fireworks                              | 3                                     | 196       | 60             | 30                          | 23                                  | 31       | —             | 44                                 |
| All other   | 5                                     | 189       | 68             | 36                          | 14                                  | 24       | 3             | 26                                 |
| Automotive products   | 44                                    | 6,036     | 1,410          | 23.4                        | 552                                 | 748      | 6             | 743                                |
| Automobiles and other motor vehicles                        | 6                                     | 3,770     | 627            | 16.6                        | 250                                 | 294      | —             | 226                                |
| Autotive equipment, accessories and parts                   | 38                                    | 2,266     | 783            | 34.5                        | 322                                 | 454      | 6             | 517                                |
| Chemicals   | 17                                    | 2,845     | 517            | 18.2                        | 118                                 | 231      | 1             | 374                                |
| Paints and varnishes  | 8                                     | 587       | 159            | 27                          | 54                                  | 80       | 1             | 100                                |
| All other   | 9                                     | 2,258     | 358            | 15.8                        | 64                                  | 151      | —             | 274                                |
| Clothing and furnishings                                    | 45                                    | 4,745     | 642            | 13.5                        | 249                                 | 325      | 4             | 498                                |
| Clothing and furnishings (general line)                     | 9                                     | 728       | 142            | 19.5                        | 6                                   | 66       | —             | 83                                 |
| Clothing, men's and boys'                                   | 4                                     | 290       | 26             | 9                           | 3                                   | 9        | —             | 40                                 |
| Clothing, women's and children's                            | 10                                    | 1,551     | 203            | 13                          | 97                                  | 105      | 3             | 109                                |
| Furnishings (general line)                                  | 3                                     | 47        | 6              | 12.8                        | 1                                   | 1        | —             | 12                                 |
| Furnishings, men's and boys'                                | 8                                     | 310       | 37             | 12                          | 19                                  | 13       | 1             | 48                                 |
| Shoes and other footwear                                    | 5                                     | 1,108     | 149            | 13.4                        | 58                                  | 87       | —             | 127                                |
| All other   | 6                                     | 711       | 79             | 11                          | 32                                  | 44       | —             | 79                                 |
| Coal  | 14                                    | 5,418     | 404            | 7.5                         | 80                                  | 229      | 27            | 2                                  |
| Drugs and drug sundries                                     | 16                                    | 4,002     | 507            | 12.7                        | 231                                 | 304      | —             | 671                                |
| Drugs (general line)  | 4                                     | 3,240     | 393            | 12.1                        | 192                                 | 236      | —             | 546                                |
| Toilet articles and preparations                            | 5                                     | 86        | 16             | 18.6                        | 4                                   | 7        | —             | 3                                  |
| All other   | 7                                     | 676       | 98             | 14.5                        | 35                                  | 61       | —             | 122                                |
| Dry goods   | 23                                    | 4,879     | 635            | 13.0                        | 261                                 | 294      | —             | 740                                |
| Dry goods (general line)                                    | 4                                     | 1,576     | 290            | 18.4                        | 99                                  | 130      | —             | 379                                |
| Notions   | 7                                     | 2,866     | 270            | 9.4                         | 136                                 | 125      | —             | 306                                |
| Price goods   | 9                                     | 352       | 38             | 11                          | 12                                  | 19       | —             | 20                                 |
| All other   | 3                                     | 85        | 37             | 43.5                        | 13                                  | 20       | —             | 35                                 |
| Electrical goods  | 30                                    | 4,351     | 972            | 22.3                        | 364                                 | 531      | 18            | 694                                |
| Electrical appliances, equipment and supplies               | 21                                    | 3,004     | 667            | 22.2                        | 260                                 | 380      | 17            | 557                                |
| Radios and radio equipment                                  | 6                                     | 524       | 115            | 22                          | 56                                  | 54       | —             | 63                                 |
| All other   | 3                                     | 823       | 190            | 23.1                        | 48                                  | 97       | 1             | 74                                 |
| Farm products—raw materials                                 | 19                                    | 9,736     | 867            | 8.9                         | 188                                 | 325      | 12            | 1,211                              |
| Grain   | 6                                     | 8,056     | 688            | 8.5                         | 137                                 | 263      | 3             | 669                                |
| Hides, skins and furs (raw)                                 | 7                                     | 938       | 74             | 7.9                         | 21                                  | 30       | 4             | 55                                 |
| All other   | 6                                     | 742       | 105            | 14.1                        | 30                                  | 32       | 5             | 469                                |

## WHOLESALE DISTRIBUTION: 1933

12-29-4  
Census of  
American  
Business

Table 2B.—STATE OF OHIO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALEMS PROPER (continued)                              |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 109                                   | \$19,488  | \$2,349        | 12.1                        | 795                                 | \$1,055  | \$22          | \$556                              |
| Dairy products (general line)                               | 3                                     | 1,801     | 356            |                             | 148                                 | 179      | -             | 308                                |
| Cheese  | 5                                     | 673       | 88             |                             | 22                                  | 31       | -             | 25                                 |
| Poultry and poultry products                                | 21                                    | 2,773     | 381            |                             | 135                                 | 158      | 8             | 37                                 |
| Dairy and poultry products                                  | 7                                     | 3,610     | 699            |                             | 190                                 | 267      | 4             | 57                                 |
| Fruits and vegetables (fresh)                               | 70                                    | 10,437    | 788            |                             | 282                                 | 407      | 10            | 107                                |
| All other   | 3                                     | 194       | 37             |                             | 18                                  | 13       | -             | 22                                 |
| Farm supplies (seeds)                                       | 5                                     | 1,026     | 251            | 24.5                        | 90                                  | 133      | 1             | 310                                |
| Furniture and house furnishings                             | 24                                    | 1,839     | 711            | 38.7                        | 333                                 | 390      | 14            | 993                                |
| Chairs, glassware and crockery                              | 5                                     | 565       | 104            |                             | 51                                  | 42       | 6             | 254                                |
| Furniture   | 7                                     | 697       | 281            |                             | 172                                 | 172      | 1             | 86                                 |
| House furnishings (except floor coverings)                  | 9                                     | 228       | 85             |                             | 41                                  | 52       | 2             | 115                                |
| All other   | 3                                     | 549       | 241            |                             | 69                                  | 124      | 5             | 558                                |
| Groceries and foods (except farm products)                  | 100                                   | 22,572    | 4,568          | 20.7                        | 1,637                               | 2,305    | 63            | 3,220                              |
| Groceries (general line)                                    | 12                                    | 8,755     | 910            |                             | 304                                 | 466      | -             | 1,425                              |
| Confectionery and soft drinks                               | 20                                    | 1,999     | 856            |                             | 273                                 | 413      | 35            | 168                                |
| Fish and sea foods  | 5                                     | 1,072     | 245            |                             | 109                                 | 126      | 2             | 62                                 |
| Meats and meat products                                     | 8                                     | 632       | 86             |                             | 51                                  | 43       | -             | 5                                  |
| Other foods and grocery specialties                         | 55                                    | 10,113    | 2,572          |                             | 920                                 | 1,257    | 26            | 1,560                              |
| Hardware  | 10                                    | 4,519     | 969            | 21.4                        | 385                                 | 480      | 3             | 1,276                              |
| Hardware (general line)                                     | 7                                     | 4,273     | 922            |                             | 376                                 | 459      | 3             | 1,245                              |
| Hardware (specialty lines)                                  | 3                                     | 246       | 47             |                             | 9                                   | 21       | -             | 31                                 |
| Jewelry and optical goods                                   | 15                                    | 1,340     | 342            | 25.5                        | 147                                 | 206      | 2             | 500                                |
| Jewelry (general line)                                      | 11                                    | 1,210     | 291            |                             | 122                                 | 175      | 2             | 499                                |
| All other   | 4                                     | 130       | 51             |                             | 25                                  | 31       | -             | 39                                 |
| Lumber and building materials (other than metal)            | 46                                    | 6,903     | 1,403          | 20.3                        | 485                                 | 758      | 62            | 1,554                              |
| Lumber and millwork   | 29                                    | 4,071     | 617            |                             | 164                                 | 335      | 40            | 1,039                              |
| Cement  | 3                                     | 149       | 36             |                             | 11                                  | 17       | -             | 9                                  |
| All other   | 14                                    | 2,683     | 750            |                             | 308                                 | 406      | 22            | 506                                |
| Machinery, equipment and supplies (except electrical)       | 76                                    | 5,746     | 1,641          | 28.6                        | 623                                 | 793      | 53            | 1,529                              |
| Commercial machinery, equipment and supplies                | 10                                    | 610       | 146            |                             | 61                                  | 81       | -             | 75                                 |
| Construction machinery, equipment and supplies              | 3                                     | 299       | 98             |                             | 26                                  | 37       | 8             | 63                                 |
| Industrial machinery, equipment and supplies                | 56                                    | 2,398     | 696            |                             | 258                                 | 354      | 16            | 725                                |
| Bottles and bottling equipment                              | 3                                     | 51        | 8              |                             | 2                                   | 2        | -             | 7                                  |
| Machine tools   | 5                                     | 331       | 119            |                             | 24                                  | 34       | 1             | 129                                |
| Mill and mine supplies (general line)                       | 7                                     | 993       | 250            |                             | 122                                 | 129      | 4             | 384                                |
| All other   | 21                                    | 1,023     | 319            |                             | 110                                 | 189      | 11            | 205                                |
| Professional equipment and supplies                         | 12                                    | 1,253     | 427            |                             | 181                                 | 183      | 23            | 454                                |
| Service equipment and supplies                              | 13                                    | 1,138     | 267            |                             | 94                                  | 136      | 1             | 226                                |
| Barber and beauty parlor equipment and supplies             | 5                                     | 469       | 141            |                             | 58                                  | 70       | 1             | 110                                |
| Laundry equipment and supplies                              | 3                                     | 176       | 31             |                             | 13                                  | 19       | -             | 15                                 |
| All other   | 5                                     | 493       | 95             |                             | 23                                  | 47       | -             | 101                                |
| Other machinery, equipment and supplies                     | 2                                     | 48        | 7              |                             | 3                                   | 2        | -             | 6                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF OHIO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number<br>of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|--|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALESALES PROPER (continued)</b>                    |  |           |                |                             |                                     |          |               |                                    |
| Metals (except scrap)                                       | 10                                       | \$4,637   | \$446          | 9.6                         | 142                                 | \$266    | \$1           | \$530                              |
| Iron and steel  | 6  | 2,461     | 240            |                             | 69                                  | 141      | 1             | 389                                |
| All other   | 4  | 2,156     | 206            |                             | 73                                  | 125      | -             | 141                                |
| Paper and its products                                      | 38                                       | 2,092     | 2,056          | 22.6                        | 830                                 | 1,230    | 11            | 1,355                              |
| Petroleum and its products                                  | 5  | 845       | 112            | 13.3                        | 35                                  | 61       | -             | 42                                 |
| Plumbing and heating equipment and supplies                 | 16                                       | 913       | 306            | 33.5                        | 113                                 | 159      | 4             | 209                                |
| Heating equipment (general line)                            | 3  | 95        | 33             |                             | 15                                  | 20       | -             | 25                                 |
| Plumbing and heating equipment (general line)               | 6  | 584       | 176            |                             | 66                                  | 75       | -             | 116                                |
| All other   | 7  | 234       | 97             |                             | 32                                  | 44       | 4             | 70                                 |
| Tobacco and its products (except leaf)                      | 15                                       | 7,625     | 602            | 7.9                         | 181                                 | 317      | 3             | 544                                |
| Waste materials   | 41                                       | 5,019     | 541            | 9.0                         | 177                                 | 259      | 28            | 219                                |
| Iron and steel scrap  | 7  | 4,644     | 292            |                             | 55                                  | 140      | 12            | 88                                 |
| Junk and scrap (general line)                               | 13                                       | 564       | 97             |                             | 39                                  | 35       | 5             | 104                                |
| Waste paper, rags, and rubber                               | 21                                       | 789       | 152            |                             | 83                                  | 94       | 11            | 27                                 |
| All other kinds of business                                 | 47                                       | 4,833     | 1,041          | 21.5                        | 375                                 | 551      | 11            | 425                                |
| Beer  | 4  | 1,899     | 496            |                             | 110                                 | 210      | 1             | 72                                 |
| Forest products (except lumber)                             | 7  | 373       | 70             |                             | 29                                  | 40       | 2             | 17                                 |
| Leather   | 4  | 576       | 46             |                             | 18                                  | 22       | -             | 37                                 |
| Leather goods   | 11                                       | 463       | 121            |                             | 41                                  | 66       | 1             | 100                                |
| Newspapers and magazines                                    | 3  | 573       | 151            |                             | 95                                  | 115      | -             | 35                                 |
| Miscellaneous   | 18                                       | 929       | 157            |                             | 82                                  | 98       | 7             | 162                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |  |           |                |                             |                                     |          |               |                                    |
| WITH STOCKS   | 157                                      | 50,431    | 9,667          | 19.2                        | 2,620                               | 4,605    | 42            | 5,184                              |
| Amusement and sporting goods                                | 7  | 1,950     | 433            | 22.2                        | 143                                 | 259      | 6             | 71                                 |
| Automotive products   | 10                                       | 3,798     | 686            | 18.1                        | 158                                 | 302      | 1             | 345                                |
| Chemicals   | 12                                       | 1,989     | 549            | 27.6                        | 139                                 | 266      | 1             | 340                                |
| Drugs and drug sundries                                     | 4  | 1,795     | 516            | 28.7                        | 95                                  | 182      | -             | 149                                |
| Electrical goods  | 10                                       | 2,479     | 500            | 20.7                        | 223                                 | 314      | -             | 394                                |
| Farm supplies   | 3  | 1,379     | 286            | 20.7                        | 96                                  | 116      | 1             | 500                                |
| Furniture and house furnishings                             | 8  | 1,584     | 518            | 33.7                        | 115                                 | 220      | 5             | 386                                |
| Groceries and foods (except farm products)                  | 17                                       | 15,797    | 2,012          | 12.7                        | 450                                 | 805      | 3             | 189                                |
| Jewelry and optical goods                                   | 4  | 135       | 32             | 23.7                        | 13                                  | 15       | -             | 20                                 |
| Lumber and building materials (other than metal)            | 7  | 1,926     | 338            | 17.5                        | 98                                  | 176      | 9             | 141                                |
| Machinery, equipment and supplies (except electrical)       | 41                                       | 6,159     | 1,618          | 26.3                        | 558                                 | 971      | 10            | 906                                |
| Metals (except scrap)                                       | 7  | 3,632     | 560            | 16.7                        | 119                                 | 228      | -             | 314                                |
| Paper and its products                                      | 4  | 2,237     | 159            | 7.2                         | 48                                  | 87       | -             | 84                                 |
| Plumbing and heating equipment and supplies                 | 5  | 770       | 215            | 27.9                        | 77                                  | 119      | 2             | 150                                |
| All other kinds of business                                 | 18                                       | 6,791     | 1,285          | 18.9                        | 290                                 | 565      | 2             | 1,214                              |
| WITHOUT STOCKS  | 100                                      | 34,983    | 2,045          | 5.8                         | 507                                 | 1,074    | 26            | -                                  |
| Amusement and sporting goods                                | 4  | 1,546     | 277            | 17.9                        | 88                                  | 142      | -             | -                                  |
| Chemicals   | 4  | 607       | 39             | 6.4                         | 5                                   | 28       | -             | -                                  |
| Coal  | 3  | 1,562     | 147            | 9.4                         | 14                                  | 33       | -             | -                                  |
| Electrical goods  | 9  | 480       | 80             | 16.7                        | 17                                  | 43       | 1             | -                                  |
| Furniture and house furnishings                             | 3  | 233       | 15             | 6.4                         | 6                                   | 8        | -             | -                                  |
| Groceries and foods (except farm products)                  | 5  | 4,060     | 380            | 9.9                         | 71                                  | 145      | -             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 28                                       | 2,946     | 220            | 7.5                         | 71                                  | 136      | 2             | -                                  |
| Metals (except scrap)                                       | 19                                       | 14,804    | 496            | 3.4                         | 102                                 | 272      | 23            | -                                  |
| Paper and its products                                      | 5  | 4,245     | 140            | 3.3                         | 32                                  | 91       | -             | -                                  |

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Table 2B.—STATE OF

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WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WITHOUT STOCKS (continued)                                  |                                       |           |                |                             |                                     |          |               |                                    |
| Plumbing and heating equipment and supplies                 | 3                                     | \$151     | \$36           | 23.8                        | 8                                   | \$16     | 0             | 0                                  |
| All other kinds of business                                 | 17                                    | 4,349     | 275            | 6.3                         | 93                                  | 160      | 0             | 0                                  |
| AGENTS AND BROKERS  |                                       |           |                |                             |                                     |          |               |                                    |
| BROKERS   |                                       |           |                |                             |                                     |          |               |                                    |
| Coal  | 51                                    | 23,469    | 549            | 2.3                         | 119                                 | 255      | 1             | 51                                 |
| Farm products—raw materials                                 | 4                                     | 1,632     | 95             | 5.7                         | 28                                  | 52       | 0             | 0                                  |
| Farm products—consumer goods                                | 3                                     | 1,462     | 30             | 2.1                         | 8                                   | 20       | 0             | 0                                  |
| Groceries and foods (except farm products)                  | 4                                     | 503       | 11             | 2.2                         | 2                                   | 3        | 0             | 0                                  |
| Lumber and building materials (other than metal)            | 21                                    | 14,096    | 198            | 1.3                         | 48                                  | 111      | 0             | 28                                 |
| All other kinds of business                                 | 4                                     | 757       | 15             | 2.0                         | 5                                   | 6        | 0             | 0                                  |
| COMMISSION MERCHANTS  | 15                                    | 5,019     | 212            | 4.2                         | 28                                  | 63       | 1             | 23                                 |
| Farm products—raw materials                                 | 31                                    | 12,655    | 392            | 3.1                         | 128                                 | 199      | 2             | 37                                 |
| Farm products—consumer goods                                | 13                                    | 11,309    | 228            | 2.0                         | 71                                  | 125      | 2             | 0                                  |
| All other kinds of business                                 | 13                                    | 918       | 68             | 7.4                         | 27                                  | 32       | 0             | 7                                  |
| MANUFACTURERS' AGENTS                                       | 5                                     | 428       | 96             | 22.4                        | 30                                  | 42       | 0             | 30                                 |
| Chemicals   | 84                                    | 5,659     | 400            | 7.1                         | 117                                 | 177      | 9             | 26                                 |
| Dry goods   | 5                                     | 547       | 15             | 4.5                         | 7                                   | 8        | 0             | 1                                  |
| Electrical goods  | 6                                     | 217       | 8              | 3.7                         | 2                                   | 1        | 0             | 0                                  |
| Furniture and home furnishings                              | 6                                     | 172       | 10             | 5.8                         | 1                                   | 1        | 0             | 0                                  |
| Groceries and foods (except farm products)                  | 3                                     | 276       | 16             | 6.5                         | 3                                   | 9        | 5             | 0                                  |
| Hardware  | 3                                     | 542       | 2              | 0.6                         | 1                                   | 1        | 0             | 0                                  |
| Machinery, equipment and supplies (except electrical)       | 3                                     | 54        | 9              | 16.7                        | 2                                   | 3        | 2             | 0                                  |
| Metals (except scrap)                                       | 17                                    | 411       | 73             | 17.8                        | 31                                  | 56       | 1             | 18                                 |
| Plumbing and heating equipment and supplies                 | 10                                    | 1,769     | 64             | 3.6                         | 23                                  | 54       | 0             | 1                                  |
| All other kinds of business                                 | 10                                    | 1,89      | 23             | 12.2                        | 11                                  | 10       | 0             | 5                                  |
| SELLING AGENTS  | 21                                    | 1,882     | 178            | 9.5                         | 36                                  | 69       | 1             | 1                                  |
| Coal  | 22                                    | 30,578    | 755            | 2.5                         | 151                                 | 383      | 3             | 24                                 |
| Lumber and building materials (other than metal)            | 12                                    | 28,090    | 662            | 2.4                         | 130                                 | 340      | 1             | 0                                  |
| All other kinds of business                                 | 3                                     | 333       | 47             | 14.1                        | 10                                  | 19       | 0             | 5                                  |
| OTHER AGENTS  | 7                                     | 2,155     | 46             | 2.1                         | 11                                  | 24       | 2             | 19                                 |
| ALL OTHER TYPES   | 5                                     | 3,396     | 104            | 3.1                         | 37                                  | 72       | 15            | 19                                 |
| BULK TANK STATIONS (petroleum)                              | 21                                    | 5,407     | 1,220          | 22.6                        | 312                                 | 480      | 3             | 454                                |
| CHAIN STORE WAREHOUSES                                      | 4                                     | 27,506    | 1,940          | 7.1                         | 325                                 | 993      | 0             | 605                                |
| COOPERATIVE MARKETING ASSOCIATIONS                          | 3                                     | 7,272     | 81             | 1.1                         | 24                                  | 73       | 1             | 0                                  |
| OTHER TYPES   | 4                                     | 78        | 9              | 11.5                        | 4                                   | 5        | 1             | 0                                  |
| CITIES OF 100,000 POPULATION AND OVER                       |                                       |           |                |                             |                                     |          |               |                                    |
| AKRON   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 272                                   | 125,635   | 16,719         | 13.3                        | 4,189                               | 7,751    | 94            | 6,775                              |
| Wholesalers proper  | 198                                   | 28,248    | 5,300          | 18.8                        | 1,992                               | 2,796    | 60            | 2,525                              |
| Manufacturers' sales branches                               | 46                                    | 86,623    | 9,930          | 11.5                        | 1,657                               | 4,223    | 8             | 3,689                              |
| Agents and brokers  | 16                                    | 3,828     | 113            | 3.0                         | 25                                  | 47       | 2             | 4                                  |
| All other types 1/  | 12                                    | 6,936     | 1,376          | 19.8                        | 515                                 | 685      | 24            | 615                                |
| WHOLESALESALESPROPER  |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 5                                     | 258       | 69             | 26.4                        | 43                                  | 56       | 1             | 45                                 |
| Automotive products   | 22                                    | 3,785     | 619            | 16.4                        | 137                                 | 231      | 1             | 324                                |
| Chemicals   | 6                                     | 2,355     | 516            | 21.9                        | 117                                 | 222      | 1             | 187                                |
| Drugs and drug sundries                                     | 11                                    | 1,284     | 233            | 18.1                        | 80                                  | 103      | 12            | 200                                |

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Table 2 B.—STATE OF OHIO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                      | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|----------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per cent<br>of sales |                                     | Total    | Part-<br>time |                                    |
| AKRON (continued)   |                                       |           |                |                      |                                     |          |               |                                    |
| WHOLESALEERS PROPER (continued)                             |                                       |           |                |                      |                                     |          |               |                                    |
| Electrical goods  | 5                                     | \$547     | \$87           | 15.9                 | 33                                  | \$51     | \$-           | \$106                              |
| Farm products—consumer goods                                | 22                                    | 4,230     | 1,408          | 33.2                 | 657                                 | 913      | 5             | 44                                 |
| Groceries and foods (except farm products)                  | 42                                    | 5,303     | 807            | 15.2                 | 342                                 | 453      | 10            | 523                                |
| Lumber and building materials (other than metal)            | 7                                     | 241       | 120            | 49.8                 | 31                                  | 50       | 15            | 48                                 |
| Machinery, equipment and supplies (except electrical)       | 9                                     | 725       | 170            | 23.4                 | 72                                  | 91       | 2             | 138                                |
| Paper and its products                                      | 6                                     | 893       | 121            | 14.0                 | 49                                  | 89       | 1             | 176                                |
| Petroleum and its products                                  | 5                                     | 816       | 148            | 18.1                 | 37                                  | 44       | -             | 41                                 |
| Tobacco and its products (except leaf)                      | 5                                     | 1,842     | 93             | 5.0                  | 39                                  | 49       | 1             | 72                                 |
| Waste materials   | 14                                    | 554       | 155            | 28.0                 | 74                                  | 66       | 9             | 22                                 |
| All other kinds of business 2/                              | 39                                    | 5,445     | 757            | 13.9                 | 281                                 | 418      | 2             | 599                                |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                      |                                     |          |               |                                    |
| Automotive products   | 11                                    | 80,158    | 9,168          | 11.4                 | 1,378                               | 3,796    | 1             | 3,140                              |
| Electrical goods  | 4                                     | 815       | 72             | 8.8                  | 18                                  | 43       | -             | -                                  |
| Groceries and foods (except farm products)                  | 12                                    | 3,252     | 320            | 9.8                  | 127                                 | 169      | 5             | 63                                 |
| Lumber and building materials (other than metal)            | 3                                     | 377       | 48             | 12.7                 | 14                                  | 25       | 2             | 38                                 |
| Machinery, equipment and supplies (except electrical)       | 8                                     | 626       | 208            | 32.9                 | 79                                  | 108      | -             | 336                                |
| All other kinds of business 3/                              | 8                                     | 1,395     | 118            | 8.3                  | 41                                  | 62       | -             | 52                                 |
| AGENTS AND BROKERS  |                                       |           |                |                      |                                     |          |               |                                    |
| Automotive products   | 4                                     | 1,444     | 44             | 3.0                  | 7                                   | 17       | -             | 2                                  |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 22        | 2              | 9.1                  | 2                                   | 3        | 2             | 1                                  |
| All other kinds of business 4/                              | 8                                     | 2,362     | 67             | 2.8                  | 16                                  | 27       | -             | 1                                  |
| CANTON  |                                       |           |                |                      |                                     |          |               |                                    |
|   | 128                                   | 20,906    | 3,431          | 16.4                 | 1,005                               | 1,453    | 38            | 2,295                              |
| Wholesaleers proper   | 76                                    | 12,205    | 1,929          | 15.8                 | 644                                 | 867      | 33            | 1,429                              |
| Manufacturers' sales branches                               | 27                                    | 4,395     | 947            | 21.5                 | 243                                 | 413      | 2             | 718                                |
| Agents and brokers  | 9                                     | 2,241     | 91             | 4.1                  | 15                                  | 20       | -             | 6                                  |
| All other types   | 16                                    | 2,065     | 464            | 22.5                 | 103                                 | 153      | 3             | 142                                |
| WHOLESALEERS PROPER   |                                       |           |                |                      |                                     |          |               |                                    |
| Automotive products   | 5                                     | 368       | 145            | 39.4                 | 62                                  | 89       | -             | 115                                |
| Electrical goods  | 4                                     | 307       | 75             | 24.4                 | 29                                  | 48       | 1             | 57                                 |
| Groceries and foods (except farm products)                  | 14                                    | 4,000     | 470            | 11.8                 | 210                                 | 278      | 2             | 505                                |
| Machinery, equipment and supplies (except electrical)       | 12                                    | 386       | 174            | 32.1                 | 23                                  | 44       | 18            | 83                                 |
| Petroleum and its products                                  | 4                                     | 244       | 38             | 14.8                 | 14                                  | 13       | 1             | 14                                 |
| Tobacco and its products (except leaf)                      | 4                                     | 971       | 50             | 5.1                  | 26                                  | 20       | -             | 66                                 |
| Waste materials   | 11                                    | 3,488     | 459            | 13.2                 | 62                                  | 64       | 2             | 162                                |
| All other kinds of business 5/                              | 22                                    | 2,441     | 570            | 23.4                 | 218                                 | 315      | 9             | 427                                |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                      |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 9                                     | 1,280     | 287            | 22.4                 | 84                                  | 150      | 1             | 50                                 |
| Machinery, equipment and supplies (except electrical)       | 5                                     | 440       | 180            | 40.9                 | 44                                  | 65       | -             | 123                                |

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| MANUFACTURERS' SALES BRANCHES<br>(continued)                |                                       |           |                |                             |                                     |          |               |                                    |
| All other kinds of business <u>6/</u>                       | 13                                    | \$2,675   | \$480          | 17.9                        | 115                                 | \$198    | \$1           | \$545                              |
| AGENTS AND BROKERS  |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 3                                     | 1,415     | 29             | 2.0                         | 1                                   | 1        | -             | -                                  |
| All other kinds of business <u>7/</u>                       | 6                                     | 826       | 62             | 7.5                         | 14                                  | 19       | -             | 6                                  |
| ALL OTHER TYPES   |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 12                                    | 2,016     | 454            | 22.5                        | 101                                 | 150      | 3             | 141                                |
| All other kinds of business <u>8/</u>                       | 4                                     | 49        | 10             | 20.4                        | 2                                   | 3        | -             | 1                                  |
| COLUMBUS  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 411                                   | 111,108   | 14,095         | 12.7                        | 4,922                               | 6,825    | 90            | 8,596                              |
| Wholesalers proper  | 262                                   | 43,958    | 7,457          | 17.0                        | 2,928                               | 4,006    | 52            | 5,472                              |
| Manufacturers' sales branches                               | 79                                    | 16,705    | 2,930          | 17.5                        | 979                                 | 1,525    | 19            | 1,727                              |
| Agents and brokers  | 40                                    | 7,589     | 491            | 6.5                         | 132                                 | 159      | 7             | 62                                 |
| All other types   | 30                                    | 42,856    | 3,227          | 7.5                         | 883                                 | 1,125    | 12            | 1,315                              |
| WHOLESALESAERS PROPER                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 5                                     | 180       | 42             | 23.3                        | 15                                  | 15       | -             | 37                                 |
| Automotive products   | 19                                    | 3,049     | 596            | 19.5                        | 239                                 | 330      | 2             | 292                                |
| Chemicals   | 4                                     | 156       | 33             | 24.3                        | 9                                   | 17       | -             | 20                                 |
| Clothing and furnishings                                    | 3                                     | 635       | 112            | 17.6                        | 27                                  | 46       | -             | 159                                |
| Coal  | 14                                    | 3,780     | 340            | 9.0                         | 82                                  | 211      | 5             | 10                                 |
| Drugs and drug sundries                                     | 5                                     | 2,651     | 417            | 15.7                        | 166                                 | 260      | 1             | 508                                |
| Electrical goods  | 12                                    | 1,444     | 321            | 22.2                        | 99                                  | 155      | 2             | 186                                |
| Farm products—raw materials                                 | 3                                     | 1,106     | 70             | 2.7                         | 8                                   | 10       | 2             | 10                                 |
| Farm products—consumer goods                                | 32                                    | 6,733     | 1,736          | 26.5                        | 759                                 | 974      | 15            | 552                                |
| Furniture and house furnishings                             | 6                                     | 1,120     | 156            | 13.9                        | 45                                  | 45       | 1             | 271                                |
| Groceries and foods (except farm products)                  | 50                                    | 8,000     | 988            | 12.4                        | 411                                 | 506      | 7             | 920                                |
| Jewelry and optical goods                                   | 5                                     | 273       | 90             | 33.0                        | 36                                  | 56       | 1             | 15                                 |
| Lumber and building materials (Other than<br>metals)        | 11                                    | 905       | 236            | 26.1                        | 94                                  | 122      | 2             | 328                                |
| Machinery, equipment and supplies (except<br>electrical)    | 21                                    | 1,558     | 429            | 27.5                        | 158                                 | 231      | 1             | 530                                |
| Paper and its products                                      | 8                                     | 739       | 148            | 20.0                        | 68                                  | 83       | 1             | 134                                |
| Plumbing and heating equipment and supplies                 | 9                                     | 307       | 70             | 22.8                        | 25                                  | 42       | 7             | 125                                |
| Tobacco and its products (except leaf)                      | 7                                     | 2,364     | 175            | 7.4                         | 60                                  | 84       | 1             | 145                                |
| Waste materials   | 20                                    | 1,929     | 243            | 12.6                        | 115                                 | 117      | 4             | 77                                 |
| All other kinds of business <u>9/</u>                       | 28                                    | 7,037     | 1,245          | 17.7                        | 512                                 | 682      | 2             | 1,155                              |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 7                                     | 2,008     | 242            | 12.1                        | 55                                  | 117      | -             | 126                                |
| Electrical goods  | 5                                     | 855       | 75             | 8.8                         | 15                                  | 35       | -             | -                                  |
| Furniture and house furnishings                             | 3                                     | 422       | 69             | 16.4                        | 18                                  | 40       | -             | 60                                 |
| Groceries and foods (except farm products)                  | 14                                    | 3,150     | 588            | 18.5                        | 224                                 | 321      | 1             | 67                                 |
| Machinery, equipment and supplies (except<br>electrical)    | 28                                    | 2,520     | 859            | 34.1                        | 290                                 | 434      | 16            | 799                                |
| Plumbing and heating equipment and supplies                 | 3                                     | 437       | 116            | 26.5                        | 35                                  | 49       | -             | 158                                |
| All other kinds of business <u>10/</u>                      | 19                                    | 7,313     | 986            | 13.5                        | 342                                 | 529      | 2             | 537                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2 B.—STATE OF

OHIO

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                        | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of<br>year) |
|---|---------------------------------------|-----------|----------------|------------------------|-------------------------------------|----------|---------------|---------------------------------------|
|   |                                       |           | Amount         | Percent<br>of<br>sales |                                     | Total    | Part-<br>time |                                       |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                        |                                     |          |               |                                       |
| Automotive products   | 3                                     | \$34      | \$6            | 17.6                   | 3                                   | \$1      | 0             | \$1                                   |
| Coal  | 3                                     | 899       | 49             | 5.5                    | 17                                  | 21       | -             | -                                     |
| Farm products-consumer goods                                | 10                                    | 2,661     | 106            | 4.0                    | 42                                  | 54       | 1             | 15                                    |
| Groceries and foods (except farm products)                  | 8                                     | 3,028     | 41             | 1.4                    | 15                                  | 17       | 1             | -                                     |
| Machinery, equipment and supplies (except electrical)       | 8                                     | 83        | 18             | 21.7                   | 4                                   | 5        | 1             | -                                     |
| All other kinds of business 11/                             | 8                                     | 884       | 261            | 29.5                   | 51                                  | 71       | 4             | 66                                    |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                        |                                     |          |               |                                       |
| Farm products-raw materials                                 | 4                                     | 6,644     | 114            | 1.7                    | 20                                  | 48       | 4             | 14                                    |
| Groceries and foods (except farm products)                  | 3                                     | 26,801    | 1,463          | 5.5                    | 394                                 | 460      | -             | 684                                   |
| Petroleum and its products                                  | 15                                    | 4,204     | 951            | 22.6                   | 253                                 | 343      | 7             | 216                                   |
| All other kinds of business 12/                             | 8                                     | 5,207     | 699            | 13.4                   | 216                                 | 274      | 1             | 401                                   |
| <b>DAYTON</b>   |                                       |           |                |                        |                                     |          |               |                                       |
|   | 263                                   | 49,390    | 7,284          | 14.7                   | 2,435                               | 3,429    | 56            | 4,924                                 |
| Wholesalers proper  | 181                                   | 30,271    | 4,991          | 16.5                   | 1,758                               | 2,455    | 52            | 4,009                                 |
| Manufacturers' sales branches                               | 39                                    | 5,638     | 1,171          | 20.8                   | 292                                 | 527      | 1             | 426                                   |
| Agents and brokers  | 29                                    | 7,098     | 298            | 4.2                    | 112                                 | 146      | 2             | 54                                    |
| All other types   | 15                                    | 6,383     | 824            | 12.9                   | 273                                 | 301      | 1             | 435                                   |
| <b>WHOLESALESAERS PROPER</b>                                |                                       |           |                |                        |                                     |          |               |                                       |
| Automotive products   | 15                                    | 1,984     | 503            | 25.4                   | 242                                 | 263      | 1             | 333                                   |
| Chemicals   | 3                                     | 356       | 145            | 40.7                   | 56                                  | 82       | -             | 99                                    |
| Dry goods   | 3                                     | 494       | 111            | 22.5                   | 44                                  | 54       | -             | 101                                   |
| Electrical goods  | 6                                     | 1,951     | 328            | 16.8                   | 108                                 | 185      | -             | 257                                   |
| Farm products-raw materials                                 | 6                                     | 932       | 121            | 13.0                   | 78                                  | 77       | 5             | 257                                   |
| Farm products-consumer goods                                | 13                                    | 1,726     | 632            | 36.6                   | 235                                 | 307      | 5             | 51                                    |
| Groceries and foods (except farm products)                  | 46                                    | 8,359     | 1,294          | 15.5                   | 433                                 | 568      | 9             | 1,219                                 |
| Hardware  | 5                                     | 269       | 65             | 24.2                   | 25                                  | 29       | -             | 198                                   |
| Lumber and building materials (other than metal)            | 5                                     | 151       | 69             | 45.7                   | 27                                  | 41       | 1             | 68                                    |
| Machinery, equipment and supplies (except electrical)       | 21                                    | 1,185     | 369            | 31.1                   | 116                                 | 151      | 6             | 436                                   |
| Metals (except scrap)                                       | 7                                     | 694       | 184            | 26.5                   | 36                                  | 67       | -             | 287                                   |
| Paper and its products                                      | 5                                     | 7,202     | 434            | 6.0                    | 92                                  | 274      | 6             | 153                                   |
| Plumbing and heating equipment and supplies                 | 4                                     | 378       | 89             | 23.5                   | 34                                  | 42       | -             | 146                                   |
| Tobacco and its products (except leaf)                      | 5                                     | 1,238     | 86             | 7.0                    | 41                                  | 56       | -             | 119                                   |
| Waste materials   | 12                                    | 1,122     | 143            | 12.7                   | 54                                  | 53       | 9             | 81                                    |
| All other kinds of business 13/                             | 25                                    | 2,236     | 418            | 18.7                   | 137                                 | 204      | 9             | 204                                   |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                        |                                     |          |               |                                       |
| Chemicals   | 3                                     | 1,186     | 244            | 20.6                   | 44                                  | 92       | -             | 169                                   |
| Electrical goods  | 4                                     | 583       | 59             | 10.1                   | 23                                  | 35       | -             | 3                                     |
| Groceries and foods (except farm products)                  | 8                                     | 1,028     | 288            | 28.0                   | 67                                  | 102      | 1             | 26                                    |
| Machinery, equipment and supplies (except electrical)       | 12                                    | 1,667     | 281            | 16.9                   | 90                                  | 184      | -             | 157                                   |
| Metals (except scrap)                                       | 4                                     | 475       | 147            | 30.9                   | 14                                  | 34       | -             | -                                     |
| All other kinds of business 14/                             | 7                                     | 699       | 152            | 21.7                   | 54                                  | 80       | -             | 71                                    |



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Table 2B.—STATE OF OHIO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 4                                     | \$1,023   | \$22           | 2.2                         | 13                                  | \$17     | \$2           | \$-                                |
| Farm products—consumer goods                                | 10                                    | 1,823     | 161            | 8.8                         | 72                                  | 71       | -             | 51                                 |
| Groceries and foods (except farm products)                  | 3                                     | 1,145     | 26             | 2.3                         | 3                                   | 10       | -             | 2                                  |
| Machinery, equipment and supplies (except electrical)       | 5                                     | 110       | 13             | 11.8                        | 4                                   | 2        | -             | 1                                  |
| All other kinds of business <u>15/</u>                      | 7                                     | 2,997     | 78             | 2.5                         | 20                                  | 46       | -             | 20                                 |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 11                                    | 3,246     | 591            | 18.2                        | 155                                 | 196      | 1             | 183                                |
| All other kinds of business <u>16/</u>                      | 4                                     | 3,137     | 233            | 7.4                         | 116                                 | 105      | -             | 252                                |
| <b>TOLEDO</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 428                                   | 109,342   | 13,909         | 12.7                        | 4,549                               | 6,731    | 162           | 9,621                              |
| Wholesalers proper  | 303                                   | 51,449    | 8,504          | 16.5                        | 2,914                               | 4,038    | 127           | 6,956                              |
| Manufacturers' sales branches                               | 64                                    | 18,370    | 2,572          | 14.0                        | 928                                 | 1,458    | 18            | 2,025                              |
| Agents and brokers  | 40                                    | 16,533    | 501            | 3.0                         | 103                                 | 158      | 3             | 67                                 |
| All other types   | 21                                    | 22,990    | 2,332          | 10.1                        | 699                                 | 1,017    | 14            | 573                                |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 7                                     | 270       | 85             | 31.5                        | 35                                  | 34       | 4             | 61                                 |
| Automotive products   | 32                                    | 2,416     | 507            | 21.0                        | 169                                 | 243      | 7             | 373                                |
| Chemicals   | 4                                     | 318       | 119            | 37.4                        | 32                                  | 46       | -             | 69                                 |
| Clothing and furnishings                                    | 6                                     | 1,229     | 159            | 12.9                        | 51                                  | 26       | 3             | 182                                |
| Coal  | 12                                    | 1,492     | 213            | 14.3                        | 43                                  | 94       | 25            | 32                                 |
| Dry goods   | 6                                     | 1,147     | 158            | 13.8                        | 79                                  | 102      | -             | 168                                |
| Electrical goods  | 15                                    | 1,528     | 347            | 22.7                        | 114                                 | 156      | 2             | 243                                |
| Farm products—raw materials                                 | 4                                     | 4,397     | 155            | 3.5                         | 32                                  | 84       | 2             | 349                                |
| Farm products—consumer goods                                | 25                                    | 5,507     | 978            | 17.8                        | 332                                 | 379      | 2             | 315                                |
| Farm supplies   | 6                                     | 1,220     | 237            | 19.4                        | 82                                  | 90       | 6             | 294                                |
| Furniture and house furnishings                             | 3                                     | 439       | 39             | 8.9                         | 8                                   | 17       | 2             | 8                                  |
| Groceries and foods (except farm products)                  | 56                                    | 9,463     | 1,688          | 17.8                        | 611                                 | 817      | 14            | 1,165                              |
| Hardware  | 4                                     | 3,834     | 692            | 18.0                        | 230                                 | 458      | -             | 1,361                              |
| Jewelry and optical goods                                   | 3                                     | 153       | 39             | 45.1                        | 27                                  | 51       | -             | 42                                 |
| Lumber and building materials (other than metal)            | 24                                    | 2,362     | 419            | 16.4                        | 189                                 | 230      | 9             | 416                                |
| Machinery, equipment and supplies (except electrical)       | 27                                    | 1,946     | 553            | 28.4                        | 205                                 | 290      | 9             | 734                                |
| Paper and its products                                      | 10                                    | 1,015     | 954            | 28.0                        | 102                                 | 141      | 2             | 312                                |
| Petroleum and its products                                  | 9                                     | 8,549     | 956            | 11.2                        | 171                                 | 385      | -             | 240                                |
| Plumbing and heating equipment and supplies                 | 6                                     | 275       | 101            | 36.7                        | 29                                  | 51       | 5             | 144                                |
| Tobacco and its products                                    | 3                                     | 464       | 35             | 7.5                         | 17                                  | 19       | 2             | 20                                 |
| Waste materials   | 18                                    | 919       | 189            | 20.6                        | 51                                  | 62       | 17            | 76                                 |
| All other kinds of business <u>17/</u>                      | 23                                    | 2,304     | 521            | 22.6                        | 157                                 | 213      | 16            | 352                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Furniture and house furnishings                             | 3                                     | 145       | 26             | 17.9                        | 9                                   | 18       | 1             | 11                                 |
| Groceries and foods (except farm products)                  | 13                                    | 4,743     | 636            | 13.5                        | 322                                 | 363      | 1             | 515                                |
| Lumber and building materials (other than metal)            | 5                                     | 1,214     | 245            | 20.2                        | 69                                  | 164      | 5             | 116                                |
| Machinery, equipment and supplies (except electrical)       | 16                                    | 5,736     | 946            | 16.5                        | 304                                 | 377      | 4             | 953                                |
| Metals (except scrap)                                       | 4                                     | 1,194     | 85             | 7.1                         | 28                                  | 51       | -             | -                                  |
| Paper and its products                                      | 4                                     | 544       | 102            | 18.8                        | 35                                  | 55       | -             | 75                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF OHIO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                        | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Percent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>MANUFACTURERS' SALES BRANCHES<br/>(continued)</b>        |                                       |           |                |                        |                                     |          |               |                                    |
| Plumbing and heating equipment and supplies                 | 3                                     | \$263     | \$64           | 24.3                   | 26                                  | \$34     | \$2           | \$160                              |
| All other kinds of business 18/                             | 16                                    | 4,531     | 463            | 10.2                   | 135                                 | 226      | 5             | 195                                |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                        |                                     |          |               |                                    |
| Coal  | 4                                     | 1,636     | 268            | 16.4                   | 37                                  | 102      | 1             | -                                  |
| Farm products—raw materials                                 | 7                                     | 3,198     | 92             | 2.9                    | 20                                  | 31       | 1             | 63                                 |
| Farm products—consumer goods                                | 3                                     | 114       | 20             | 17.5                   | 13                                  | 9        | 1             | 2                                  |
| Groceries and foods (except farm products)                  | 13                                    | 11,038    | 74             | 0.7                    | 20                                  | 26       | -             | 1                                  |
| Machinery, equipment and supplies (except electrical)       | 3                                     | 61        | 13             | 21.3                   | 5                                   | 6        | -             | -                                  |
| All other kinds of business 19/                             | 10                                    | 544       | 34             | 6.3                    | 13                                  | 14       | -             | 1                                  |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                        |                                     |          |               |                                    |
| Farm products—consumer goods                                | 5                                     | 1,658     | 83             | 5.0                    | 28                                  | 30       | -             | 2                                  |
| Petroleum and its products                                  | 12                                    | 6,431     | 1,265          | 19.7                   | 442                                 | 582      | 6             | 222                                |
| All other kinds of business 20/                             | 4                                     | 14,901    | 984            | 6.6                    | 229                                 | 405      | 8             | 349                                |
| <b>YOUNGSTOWN</b>   |                                       |           |                |                        |                                     |          |               |                                    |
|   | 198                                   | 36,904    | 4,793          | 13.0                   | 1,858                               | 2,325    | 70            | 3,060                              |
| <b>Wholesalers proper</b>                                   |                                       |           |                |                        |                                     |          |               |                                    |
| Wholesalers proper  | 141                                   | 18,020    | 3,135          | 17.4                   | 1,364                               | 1,600    | 51            | 2,492                              |
| Manufacturers' sales branches                               | 33                                    | 5,959     | 742            | 12.5                   | 271                                 | 409      | 6             | 192                                |
| Agents and brokers 21/                                      | 7                                     | 1,775     | 71             | 4.0                    | 21                                  | 36       | -             | 8                                  |
| All other types   | 17                                    | 11,150    | 845            | 7.6                    | 202                                 | 280      | 13            | 368                                |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                        |                                     |          |               |                                    |
| Automotive products   | 9                                     | 342       | 120            | 35.1                   | 44                                  | 65       | -             | 109                                |
| Clothing and furnishings                                    | 3                                     | 94        | 13             | 13.8                   | 5                                   | 5        | 1             | 23                                 |
| Drug and drug sundries                                      | 3                                     | 240       | 47             | 19.6                   | 25                                  | 26       | -             | 66                                 |
| Electrical goods  | 9                                     | 810       | 209            | 25.8                   | 70                                  | 96       | 2             | 160                                |
| Farm products—consumer goods                                | 33                                    | 4,650     | 961            | 20.7                   | 535                                 | 495      | 7             | 144                                |
| Groceries and foods (except farm products)                  | 30                                    | 5,618     | 672            | 12.0                   | 268                                 | 351      | 9             | 640                                |
| Machinery, equipment and supplies (except electrical)       | 12                                    | 466       | 110            | 23.6                   | 40                                  | 56       | -             | 137                                |
| Plumbing and heating equipment and supplies                 | 3                                     | 99        | 44             | 44.4                   | 9                                   | 16       | 3             | 33                                 |
| Tobacco and its products (except leaf)                      | 7                                     | 1,998     | 155            | 7.8                    | 63                                  | 82       | -             | 97                                 |
| Waste materials   | 6                                     | 2,016     | 358            | 17.8                   | 134                                 | 166      | 6             | 742                                |
| All other kinds of business 22/                             | 26                                    | 1,687     | 446            | 26.4                   | 171                                 | 222      | 23            | 341                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                        |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 13                                    | 3,638     | 477            | 13.1                   | 161                                 | 265      | 3             | 76                                 |
| Machinery, equipment and supplies (except electrical)       | 3                                     | 266       | 87             | 32.7                   | 37                                  | 50       | -             | 64                                 |
| Metals (except scrap)                                       | 3                                     | 1,543     | 52             | 3.4                    | 10                                  | 31       | -             | -                                  |
| All other kinds of business 23/                             | 10                                    | 512       | 126            | 24.6                   | 43                                  | 63       | 3             | 52                                 |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                        |                                     |          |               |                                    |
| Petroleum and its products                                  | 13                                    | 2,158     | 441            | 20.4                   | 105                                 | 151      | 9             | 123                                |
| All other kinds of business 24/                             | 4                                     | 8,992     | 404            | 4.5                    | 97                                  | 129      | 4             | 245                                |
| <b>CITIES OF 50,000 TO 100,000 POPULATION</b>               |                                       |           |                |                        |                                     |          |               |                                    |
| CLEVELAND HEIGHTS 25/                                       | 4                                     | 261       | 115            | 44.1                   | 35                                  | 53       | -             | 18                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF

OHIO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 50,000 TO 100,000 POPULATION (continued)          |                                       |           |                |                             |                                     |          |               |                                    |
| <u>HAMILTON</u>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 57                                    | \$5,100   | \$1,031        | 20.2                        | 347                                 | \$525    | \$6           | \$520                              |
| Wholesalers proper  | 41                                    | 3,347     | 693            | 20.4                        | 251                                 | 542      | 6             | 552                                |
| Manufacturers' sales branches                               | 6                                     | 1,070     | 219            | 20.5                        | 56                                  | 120      | -             | 125                                |
| All other types 25/   | 10                                    | 683       | 129            | 18.9                        | 40                                  | 63       | -             | 43                                 |
| WHOLESALE PROPER  |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 5                                     | 61        | 13             | 21.3                        | 8                                   | 8        | -             | 20                                 |
| Farm products-consumer goods                                | 4                                     | 694       | 309            | 44.5                        | 95                                  | 154      | -             | 50                                 |
| Groceries and foods (except farm products)                  | 8                                     | 839       | 113            | 13.5                        | 46                                  | 49       | -             | 60                                 |
| Machinery, equipment and supplies (except electrical)       | 5                                     | 122       | 45             | 36.9                        | 13                                  | 18       | -             | 30                                 |
| Waste materials   | 7                                     | 621       | 79             | 12.7                        | 30                                  | 42       | 2             | 85                                 |
| All other kinds of business 27/                             | 12                                    | 1,010     | 124            | 12.3                        | 59                                  | 69       | 4             | 127                                |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 375       | 88             | 23.5                        | 23                                  | 44       | -             | 25                                 |
| All other kinds of business                                 | 2                                     | 695       | 131            | 18.8                        | 33                                  | 76       | -             | 100                                |
| <u>LAKEWOOD</u>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 7                                     | 382       | 82             | 24.7                        | 22                                  | 25       | 2             | 40                                 |
| Wholesalers proper 28/                                      | 4                                     | 116       | 38             | 32.8                        | 11                                  | 13       | 2             | 34                                 |
| All other types 29/   | 3                                     | 216       | 44             | 20.4                        | 11                                  | 12       | -             | 6                                  |
| <u>SPRINGFIELD</u>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 64                                    | 5,689     | 1,335          | 23.5                        | 555                                 | 659      | 14            | 607                                |
| Wholesalers proper  | 44                                    | 3,281     | 659            | 26.2                        | 361                                 | 416      | 10            | 436                                |
| Manufacturers' sales branches 30/                           | 5                                     | 911       | 236            | 25.9                        | 91                                  | 138      | -             | 89                                 |
| All other types 31/   | 15                                    | 1,497     | 240            | 16.0                        | 83                                  | 105      | 4             | 80                                 |
| WHOLESALE PROPER  |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 5                                     | 124       | 35             | 28.2                        | 16                                  | 20       | -             | 50                                 |
| Electrical goods  | 3                                     | 124       | 30             | 24.2                        | 13                                  | 16       | -             | 21                                 |
| Farm products-consumer goods                                | 6                                     | 641       | 338            | 52.7                        | 155                                 | 174      | 2             | 8                                  |
| Groceries and foods (except farm products)                  | 11                                    | 940       | 177            | 18.8                        | 82                                  | 75       | 1             | 82                                 |
| Plumbing and heating equipment and supplies                 | 3                                     | 124       | 33             | 26.6                        | 8                                   | 13       | 1             | 70                                 |
| Waste materials   | 3                                     | 110       | 26             | 23.6                        | 11                                  | 9        | -             | 21                                 |
| All other kinds of business 32/                             | 13                                    | 1,818     | 220            | 18.1                        | 76                                  | 109      | 6             | 206                                |
| ALL OTHER TYPES   |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 10                                    | 960       | 199            | 20.7                        | 66                                  | 89       | 1             | 71                                 |
| All other kinds of business 35/                             | 5                                     | 537       | 41             | 7.6                         | 17                                  | 16       | 3             | 9                                  |
| CITIES OF 20,000 TO 50,000 POPULATION                       |                                       |           |                |                             |                                     |          |               |                                    |
| <u>ALLIANCE</u>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 17                                    | 1,080     | 220            | 20.4                        | 84                                  | 101      | 4             | 79                                 |
| Wholesalers proper  | 12                                    | 729       | 167            | 22.9                        | 69                                  | 80       | 1             | 63                                 |
| All other types   | 5                                     | 351       | 53             | 15.1                        | 15                                  | 21       | 3             | 16                                 |
| Farm products-consumer goods                                | 3                                     | 302       | 102            | 33.8                        | 39                                  | 47       | -             | 17                                 |
| Groceries and foods (except farm products)                  | 4                                     | 158       | 31             | 19.6                        | 12                                  | 16       | 3             | 19                                 |
| Petroleum and its products                                  | 3                                     | 226       | 39             | 16.8                        | 12                                  | 16       | -             | 14                                 |
| All other kinds of business                                 | 7                                     | 394       | 49             | 12.4                        | 21                                  | 22       | 1             | 29                                 |

WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF OHIO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 20,000 TO 50,000 POPULATION (continued)           |                                       |           |                |                             |                                     |          |               |                                    |
| <b>ASHTABULA</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 26                                    | \$2,051   | \$364          | 18.7                        | 127                                 | \$158    | \$21          | \$215                              |
| All other types   | 13                                    | 634       | 230            | 16.2                        | 80                                  | 103      | 19            | 171                                |
|   |                                       |           | 154            | 24.3                        | 47                                  | 55       | 2             | 44                                 |
| Farm products—consumer goods                                | 3                                     | 150       | 26             | 17.3                        | 14                                  | 11       | —             | 3                                  |
| Groceries and foods (except farm products)                  | 10                                    | 867       | 115            | 13.3                        | 35                                  | 61       | 19            | 77                                 |
| Petroleum and its products                                  | 8                                     | 433       | 121            | 25.1                        | 56                                  | 43       | 2             | 51                                 |
| All other kinds of business                                 | 18                                    | 551       | 122            | 22.1                        | 44                                  | 45       | —             | 104                                |
| <b>BARESTON</b>   |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 11                                    | 5,682     | 916            | 16.1                        | 170                                 | 328      | 6             | 272                                |
| All other types   | 5                                     | 1,051     | 160            | 15.2                        | 49                                  | 67       | 4             | 60                                 |
|   |                                       | 4,631     | 756            | 16.3                        | 121                                 | 261      | 2             | 212                                |
| Farm products—consumer goods                                | 3                                     | 72        | 19             | 26.4                        | 13                                  | 10       | —             | 2                                  |
| All other kinds of business                                 | 13                                    | 5,610     | 897            | 16.0                        | 157                                 | 318      | 6             | 270                                |
| <b>EAST CLEVELAND</b>                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 9                                     | 3,267     | 470            | 14.4                        | 113                                 | 191      | 1             | 80                                 |
| <b>EAST LIVERPOOL</b>                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 37                                    | 2,877     | 485            | 16.9                        | 155                                 | 244      | 9             | 344                                |
| All other types   | 25                                    | 1,589     | 284            | 17.9                        | 99                                  | 152      | 9             | 302                                |
|   |                                       | 1,288     | 201            | 15.6                        | 56                                  | 92       | —             | 42                                 |
| Farm products—consumer goods                                | 4                                     | 231       | 45             | 19.5                        | 23                                  | 25       | —             | 45                                 |
| Groceries and foods (except farm products)                  | 6                                     | 948       | 97             | 10.2                        | 33                                  | 47       | 1             | 111                                |
| Petroleum and its products                                  | 5                                     | 433       | 78             | 18.0                        | 21                                  | 28       | —             | 26                                 |
| All other kinds of business                                 | 22                                    | 1,265     | 265            | 20.9                        | 78                                  | 144      | 8             | 164                                |
| <b>ELYRIA</b>   |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 18                                    | 1,182     | 230            | 16.4                        | 71                                  | 80       | 5             | 94                                 |
| All other types   | 11                                    | 457       | 123            | 19.5                        | 46                                  | 47       | 4             | 66                                 |
|   |                                       | 545       | 97             | 17.6                        | 25                                  | 33       | 1             | 28                                 |
| Groceries and foods (except farm products)                  | 3                                     | 270       | 31             | 11.5                        | 19                                  | 19       | 1             | 15                                 |
| Petroleum and its products                                  | 6                                     | 531       | 104            | 16.5                        | 18                                  | 27       | 1             | 32                                 |
| All other kinds of business                                 | 9                                     | 281       | 85             | 30.2                        | 34                                  | 34       | 3             | 47                                 |
| <b>LIMA</b>   |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 77                                    | 9,217     | 1,708          | 18.5                        | 536                                 | 745      | 26            | 740                                |
| All other types   | 47                                    | 3,409     | 718            | 21.1                        | 273                                 | 348      | 19            | 492                                |
|   |                                       | 5,808     | 990            | 17.0                        | 259                                 | 395      | 7             | 248                                |
| Farm products—consumer goods                                | 11                                    | 1,160     | 429            | 36.9                        | 147                                 | 168      | 7             | 107                                |
| Groceries and foods (except farm products)                  | 15                                    | 1,790     | 249            | 13.9                        | 121                                 | 161      | 1             | 216                                |
| Petroleum and its products                                  | 11                                    | 1,120     | 216            | 19.3                        | 78                                  | 105      | 3             | 111                                |
| All other kinds of business                                 | 40                                    | 5,147     | 815            | 15.8                        | 190                                 | 309      | 15            | 306                                |
| <b>LORAIN</b>   |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 24                                    | 1,816     | 277            | 15.3                        | 107                                 | 125      | 12            | 177                                |
| All other types   | 18                                    | 1,477     | 217            | 14.7                        | 80                                  | 94       | 12            | 104                                |
|   |                                       | 339       | 60             | 17.7                        | 27                                  | 73       | —             | 73                                 |
| Groceries and foods (except farm products)                  | 12                                    | 976       | 183            | 18.8                        | 70                                  | 88       | 11            | 104                                |
| Petroleum and its products                                  | 4                                     | 503       | 60             | 11.9                        | 24                                  | 21       | —             | 14                                 |
| All other kinds of business                                 | 6                                     | 337       | 34             | 10.1                        | 13                                  | 16       | 1             | 59                                 |
| <b>MANSFIELD</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 51                                    | 7,741     | 1,240          | 16.0                        | 441                                 | 616      | 10            | 1,195                              |
| All other types   | 51                                    | 5,932     | 868            | 14.6                        | 326                                 | 461      | 5             | 1,062                              |
|   |                                       | 1,809     | 372            | 20.6                        | 115                                 | 155      | 5             | 132                                |
| Farm products—consumer goods                                | 6                                     | 1,216     | 259            | 21.3                        | 113                                 | 159      | 4             | 45                                 |
| Groceries and foods (except farm products)                  | 11                                    | 3,187     | 422            | 13.2                        | 153                                 | 229      | 3             | 441                                |
| Petroleum and its products                                  | 10                                    | 994       | 212            | 21.3                        | 45                                  | 66       | 1             | 75                                 |
| All other kinds of business                                 | 22                                    | 2,344     | 347            | 14.8                        | 130                                 | 162      | 2             | 636                                |

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Table 2 B.—STATE OF OHIO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                        | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Percent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 20,000 TO 50,000 POPULATION (continued)           |                                       |           |                |                        |                                     |          |               |                                    |
| <b>MARION</b>   |                                       |           |                |                        |                                     |          |               |                                    |
| Wholesalers proper  | 18                                    | \$2,347   | \$483          | 20.6                   | 155                                 | \$209    | 4             | \$2,025                            |
| All other types   | 18                                    | 1,062     | 223            | 21.0                   | 94                                  | 112      | 1             | 202                                |
|   |                                       | 1,285     | 260            | 20.2                   | 61                                  | 97       | 5             | 1,823                              |
| Farm products-consumer goods                                | 7                                     | 321       | 88             | 27.4                   | 36                                  | 38       | -             | 2                                  |
| Groceries and foods (except farm products)                  | 4                                     | 564       | 72             | 12.8                   | 31                                  | 37       | -             | 134                                |
| Petroleum and its products                                  | 7                                     | 499       | 111            | 22.2                   | 25                                  | 46       | 2             | 40                                 |
| All other kinds of business                                 | 18                                    | 963       | 212            | 22.0                   | 65                                  | 88       | 2             | 1,849                              |
| <b>MASSILLON</b>  |                                       |           |                |                        |                                     |          |               |                                    |
| Wholesalers proper  | 19                                    | 5,286     | 390            | 11.9                   | 106                                 | 168      | 4             | 219                                |
| All other types   | 15                                    | 2,246     | 256            | 11.4                   | 80                                  | 105      | 5             | 208                                |
|   | 4                                     | 1,042     | 134            | 12.9                   | 49                                  | 65       | 1             | 11                                 |
| Groceries and foods (except farm products)                  | 5                                     | 1,618     | 179            | 11.1                   | 47                                  | 56       | 1             | 124                                |
| All other kinds of business                                 | 14                                    | 1,070     | 211            | 12.6                   | 62                                  | 112      | 8             | 95                                 |
| <b>MIDDLETOWN</b>   |                                       |           |                |                        |                                     |          |               |                                    |
| Wholesalers proper  | 26                                    | 7,625     | 541            | 7.1                    | 195                                 | 291      | 6             | 163                                |
| All other types   | 18                                    | 3,199     | 568            | 16.7                   | 161                                 | 210      | 5             | 151                                |
|   | 8                                     | 5,426     | 173            | 3.2                    | 34                                  | 81       | 1             | 14                                 |
| Farm products-consumer goods                                | 2                                     | 122       | 11             | 9.0                    | 6                                   | 7        | 1             | 2                                  |
| Groceries and foods (except farm products)                  | 6                                     | 264       | 49             | 18.6                   | 50                                  | 26       | 1             | 53                                 |
| Petroleum and its products                                  | 4                                     | 511       | 43             | 13.8                   | 11                                  | 17       | -             | 14                                 |
| All other kinds of business                                 | 15                                    | 6,928     | 438            | 6.3                    | 143                                 | 241      | 4             | 96                                 |
| <b>MUNDOOK</b>  |                                       |           |                |                        |                                     |          |               |                                    |
| Wholesalers proper  | 27                                    | 2,044     | 296            | 14.4                   | 173                                 | 203      | 10            | 251                                |
| All other types   | 18                                    | 1,398     | 309            | 22.1                   | 142                                 | 157      | 9             | 193                                |
|   | 9                                     | 646       | 87             | 13.4                   | 51                                  | 46       | 1             | 58                                 |
| Farm products-consumer goods                                | 5                                     | 432       | 164            | 34.0                   | 72                                  | 72       | 8             | 10                                 |
| Groceries and foods (except farm products)                  | 6                                     | 692       | 78             | 11.3                   | 37                                  | 44       | -             | 124                                |
| Petroleum and its products                                  | 5                                     | 506       | 61             | 12.1                   | 21                                  | 32       | 1             | 20                                 |
| All other kinds of business                                 | 11                                    | 366       | 95             | 25.4                   | 43                                  | 55       | 1             | 97                                 |
| <b>NOPWOOD</b>  |                                       |           |                |                        |                                     |          |               |                                    |
|   | 10                                    | 946       | 292            | 30.9                   | 118                                 | 169      | 2             | 144                                |
| <b>PORTSMOUTH</b>   |                                       |           |                |                        |                                     |          |               |                                    |
| Wholesalers proper  | 57                                    | 4,747     | 327            | 17.4                   | 349                                 | 435      | 15            | 506                                |
| All other types   | 22                                    | 3,163     | 585            | 18.5                   | 286                                 | 309      | 9             | 436                                |
|   |                                       | 1,594     | 242            | 15.3                   | 85                                  | 124      | 6             | 70                                 |
| Farm products-consumer goods                                | 3                                     | 281       | 97             | 34.5                   | 45                                  | 41       | 3             | 7                                  |
| Groceries and foods (except farm products)                  | 15                                    | 1,522     | 256            | 15.5                   | 95                                  | 131      | 1             | 131                                |
| Petroleum and its products                                  | 10                                    | 815       | 163            | 20.0                   | 47                                  | 83       | 6             | 53                                 |
| All other kinds of business                                 | 24                                    | 2,131     | 531            | 15.5                   | 162                                 | 178      | 5             | 315                                |
| <b>SANDUSKY</b>   |                                       |           |                |                        |                                     |          |               |                                    |
| Wholesalers proper  | 48                                    | 2,928     | 783            | 26.7                   | 319                                 | 340      | 9             | 531                                |
| All other types   | 33                                    | 1,634     | 362            | 23.4                   | 172                                 | 182      | 6             | 273                                |
|   | 15                                    | 1,294     | 401            | 31.0                   | 147                                 | 158      | 3             | 258                                |
| Farm products-consumer goods                                | 4                                     | 652       | 248            | 38.0                   | 66                                  | 82       | 1             | 71                                 |
| Groceries and foods (except farm products)                  | 12                                    | 545       | 150            | 27.5                   | 92                                  | 91       | 1             | 92                                 |
| Petroleum and its products                                  | 9                                     | 601       | 124            | 20.6                   | 37                                  | 52       | 2             | 28                                 |
| All other types   | 23                                    | 1,150     | 261            | 23.1                   | 124                                 | 115      | 5             | 340                                |
| <b>STUBENVILLE</b>  |                                       |           |                |                        |                                     |          |               |                                    |
| Wholesalers proper  | 50                                    | 4,153     | 649            | 15.6                   | 235                                 | 312      | 7             | 461                                |
| All other types   | 35                                    | 3,010     | 446            | 14.8                   | 174                                 | 217      | 5             | 394                                |
|   | 15                                    | 1,143     | 203            | 17.8                   | 61                                  | 95       | 4             | 87                                 |

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Table 2B.—STATE OF

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WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 20,000 TO 50,000 POPULATION (continued)           |                                       |           |                |                             |                                     |          |               |                                    |
| STEUBENVILLE (continued)                                    |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 8                                     | \$565     | \$99           | 16.9                        | 55                                  | \$45     | \$1           | \$14                               |
| Groceries and foods (except farm products)                  | 14                                    | 2,213     | 312            | 14.1                        | 108                                 | 170      | -             | 329                                |
| Petroleum and its products                                  | 10                                    | 579       | 93             | 16.1                        | 27                                  | 57       | 4             | 47                                 |
| All other kinds of business                                 | 18                                    | 776       | 145            | 18.7                        | 45                                  | 60       | 2             | 71                                 |
| WARREN  |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 23                                    | 1,413     | 355            | 14.7                        | 125                                 | 170      | 2             | 290                                |
| All other types   | 9                                     | 998       | 99             | 9.9                         | 28                                  | 46       | 2             | 83                                 |
| Farm products-consumer goods                                | 7                                     | 199       | 25             | 12.2                        | 10                                  | 15       | -             | 1                                  |
| Groceries and foods (except farm products)                  | 4                                     | 523       | 73             | 14.0                        | 17                                  | 20       | -             | 67                                 |
| Petroleum and its products                                  | 4                                     | 665       | 85             | 12.8                        | 28                                  | 35       | -             | 35                                 |
| All other kinds of business                                 | 17                                    | 1,034     | 172            | 16.6                        | 70                                  | 100      | 2             | 187                                |
| ZANESVILLE  |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 67                                    | 6,364     | 1,105          | 17.3                        | 403                                 | 559      | 13            | 1,465                              |
| All other types   | 47                                    | 4,785     | 818            | 17.1                        | 330                                 | 420      | 11            | 886                                |
| Farm products-new materials                                 | 20                                    | 1,599     | 287            | 17.9                        | 73                                  | 139      | 2             | 579                                |
| Farm products-consumer goods                                | 3                                     | 282       | 34             | 12.1                        | 6                                   | 15       | 2             | 49                                 |
| Groceries and foods (except farm products)                  | 5                                     | 636       | 166            | 27.2                        | 60                                  | 95       | 1             | 12                                 |
| Petroleum and its products                                  | 16                                    | 1,874     | 297            | 15.8                        | 130                                 | 159      | 1             | 356                                |
| All other kinds of business                                 | 9                                     | 1,036     | 143            | 13.8                        | 41                                  | 70       | 1             | 67                                 |
|   | 34                                    | 2,509     | 445            | 17.7                        | 146                                 | 220      | 8             | 961                                |
| CITIES OF 5,000 TO 20,000 POPULATION 54/                    |                                       |           |                |                             |                                     |          |               |                                    |
| Total   | 848                                   | 67,648    | 9,673          | 14.3                        | 5,655                               | 4,530    | 222           | 7,930                              |
| ASHLAND   | 7                                     | 337       | 71             | 21.1                        | 25                                  | 32       | 1             | 26                                 |
| ATHENS  | 23                                    | 3,228     | 453            | 15.0                        | 186                                 | 228      | 4             | 645                                |
| BEDFORD   | 3                                     | 68        | 19             | 26.5                        | 4                                   | 2        | 1             | 2                                  |
| BELLAIRE  | 6                                     | 253       | 37             | 14.6                        | 12                                  | 17       | 1             | 39                                 |
| BELLEFONTAINE   | 18                                    | 1,542     | 174            | 13.0                        | 59                                  | 79       | 2             | 69                                 |
| BELLEVEUE   | 4                                     | 310       | 65             | 21.0                        | 11                                  | 18       | 1             | 28                                 |
| BERRA   | 5                                     | 221       | 24             | 10.9                        | 8                                   | 12       | 1             | 7                                  |
| BOWLING GREEN   | 10                                    | 499       | 71             | 14.2                        | 23                                  | 32       | 3             | 24                                 |
| BUYERS  | 19                                    | 868       | 208            | 24.0                        | 60                                  | 72       | 3             | 24                                 |
| CAMBRIDGE   | 20                                    | 1,757     | 183            | 10.4                        | 81                                  | 97       | 7             | 127                                |
| CHEVIOT   | 1                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| CHILLICOthe   | 20                                    | 1,857     | 261            | 14.2                        | 151                                 | 142      | 3             | 187                                |
| CINCINNATI  | 15                                    | 1,377     | 149            | 10.8                        | 48                                  | 54       | 5             | 49                                 |
| CONNHAUT  | 10                                    | 711       | 136            | 19.1                        | 55                                  | 62       | 16            | 55                                 |
| COSHOCOTON  | 18                                    | 1,795     | 302            | 16.8                        | 179                                 | 160      | 4             | 374                                |
| CUYAHOGA FALLS  | 9                                     | 519       | 92             | 18.0                        | 34                                  | 50       | -             | 63                                 |
| DEFIANCE  | 16                                    | 1,452     | 205            | 14.1                        | 106                                 | 102      | 2             | 358                                |
| DELAWARE  | 9                                     | 335       | 46             | 13.7                        | 15                                  | 20       | 1             | 23                                 |
| DELEPHOS  | 13                                    | 822       | 65             | 7.9                         | 23                                  | 23       | 4             | 29                                 |
| DOVER   | 6                                     | 220       | 42             | 19.1                        | 8                                   | 11       | 1             | 7                                  |
| EAST PALESTINE  | 4                                     | 121       | 20             | 16.5                        | 13                                  | 12       | -             | 8                                  |
| EUGLID  | 3                                     | 153       | 48             | 31.4                        | 15                                  | 22       | -             | 1                                  |
| FINDLAY   | 25                                    | 2,401     | 385            | 16.0                        | 144                                 | 185      | 9             | 350                                |
| FOSTORIA  | 23                                    | 1,007     | 169            | 16.8                        | 49                                  | 61       | 4             | 86                                 |
| FREMONT   | 22                                    | 1,140     | 187            | 16.4                        | 71                                  | 86       | 8             | 81                                 |
| GALION  | 6                                     | 338       | 36             | 10.2                        | 12                                  | 19       | 2             | 15                                 |
| GALLIPOLIS  | 15                                    | 874       | 136            | 15.5                        | 59                                  | 75       | 1             | 86                                 |
| GRANDVIEW HEIGHTS   | 3                                     | 186       | 59             | 31.7                        | 24                                  | 50       | -             | 50                                 |
| GREENVILLE  | 31                                    | 2,681     | 447            | 16.7                        | 168                                 | 204      | 10            | 290                                |

## WHOLESALE DISTRIBUTION: 1933

12-24-3

Census of American Business  
 Table 2 B.—STATE OF OHIO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS  
 For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 5,000 TO 20,000 POPULATION (continued)            |                                       |           |                |                             |                                     |          |               |                                    |
| IRONTON   | 17                                    | \$642     | \$114          | 17.8                        | 42                                  | \$50     | \$2           | \$121                              |
| JACKSON   | 9                                     | 345       | 78             | 14.4                        | 32                                  | 44       | 1             | 65                                 |
| KENT  | 2                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| KENTON  | 18                                    | 1,341     | 109            | 8.1                         | 52                                  | 62       | 7             | 99                                 |
| LANCASTER   | 18                                    | 1,394     | 177            | 12.7                        | 73                                  | 73       | 5             | 110                                |
| LOCKLAND  | 5                                     | 804       | 83             | 10.3                        | 42                                  | 51       | 1             | 47                                 |
| LOGAN   | 5                                     | 182       | 32             | 17.6                        | 11                                  | 16       | 3             | 38                                 |
| MAPLE HEIGHTS   | 1                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| MARIETTA  | 27                                    | 1,960     | 264            | 13.5                        | 88                                  | 125      | 15            | 367                                |
| MARTINS FERRY   | 11                                    | 501       | 68             | 13.6                        | 13                                  | 22       | 4             | 30                                 |
| MILAMSBURG  | 4                                     | 284       | 90             | 31.5                        | 40                                  | 62       | 2             | 635                                |
| MILAMSBURG  | 3                                     | 58        | 13             | 25.0                        | 7                                   | 5        | -             | 1                                  |
| MINDO JUNCTION  | 12                                    | 1,353     | 233            | 17.2                        | 88                                  | 111      | 11            | 180                                |
| MOUNT VERNON  | 3                                     | 299       | 53             | 17.7                        | 22                                  | 32       | -             | 47                                 |
| NELSONVILLE   | 4                                     | 98        | 10             | 11.4                        | 6                                   | 5        | -             | 9                                  |
| NEW BOSTON  | 20                                    | 785       | 159            | 20.3                        | 64                                  | 84       | 15            | 113                                |
| NILES   | 4                                     | 118       | 22             | 18.6                        | 9                                   | 9        | 1             | 9                                  |
| NORWALK   | 14                                    | 841       | 131            | 15.6                        | 46                                  | 58       | 6             | 73                                 |
| PAINSVILLE  | 13                                    | 835       | 127            | 15.2                        | 43                                  | 62       | 3             | 61                                 |
| PIQUA   | 21                                    | 1,666     | 316            | 19.0                        | 97                                  | 129      | 3             | 208                                |
| RAVENNA   | 16                                    | 638       | 103            | 16.1                        | 41                                  | 49       | 1             | 61                                 |
| READING   | 6                                     | 1,200     | 116            | 9.9                         | 30                                  | 55       | -             | 132                                |
| ROCKY RIVER   | 3                                     | 55        | 13             | 24.5                        | 7                                   | 6        | -             | 8                                  |
| ST. BERNARD   | 9                                     | 2,037     | 694            | 34.1                        | 231                                 | 290      | 4             | 260                                |
| ST. MARYS   | 9                                     | 1,280     | 77             | 6.0                         | 25                                  | 54       | 2             | 75                                 |
| SALEN   | 12                                    | 706       | 130            | 18.4                        | 40                                  | 58       | 2             | 46                                 |
| SHAKER HEIGHTS  | 1                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| SHELBY  | 10                                    | 542       | 65             | 12.0                        | 29                                  | 30       | 1             | 36                                 |
| SIDNEY  | 24                                    | 4,539     | 232            | 5.1                         | 109                                 | 95       | 5             | 95                                 |
| STRUTHERS   | 1                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| TIFFIN  | 26                                    | 2,036     | 395            | 19.4                        | 157                                 | 158      | 7             | 196                                |
| TORONTO   | 3                                     | 251       | 25             | 10.0                        | 14                                  | 13       | -             | 36                                 |
| TROY  | 15                                    | 627       | 108            | 17.2                        | 38                                  | 48       | 3             | 53                                 |
| UHRSVILLE   | 9                                     | 837       | 90             | 10.8                        | 39                                  | 41       | 1             | 138                                |
| URBANA  | 13                                    | 933       | 132            | 14.1                        | 47                                  | 54       | 2             | 95                                 |
| VAN WERT  | 25                                    | 1,402     | 181            | 12.9                        | 65                                  | 76       | 8             | 174                                |
| WADSWORTH   | 3                                     | 923       | 87             | 9.4                         | 21                                  | 44       | 1             | 11                                 |
| WAPAKONETA  | 14                                    | 1,583     | 106            | 6.7                         | 38                                  | 106      | 2             | 46                                 |
| WASHINGTON COURT HOUSE                                      | 17                                    | 1,400     | 127            | 9.1                         | 45                                  | 67       | 3             | 165                                |
| WELLSVILLE  | 3                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| WELLSVILLE  | 3                                     | 97        | 51             | 52.6                        | 20                                  | 19       | -             | 4                                  |
| WILMINGTON  | 18                                    | 477       | 34             | 11.3                        | 18                                  | 25       | 5             | 12                                 |
| WOOSTER   | 28                                    | 1,845     | 306            | 16.6                        | 96                                  | 123      | 3             | 178                                |
| XENIA   | 13                                    | 2,911     | 322            | 11.1                        | 99                                  | 201      | 2             | 751                                |

- 1/ Includes 1 establishment dealing in groceries and foods (except farm products); and 11 in petroleum and its products.  
 2/ Includes 2 establishments dealing in dry goods; 1 in farm supplies; 1 in furniture and house furnishings; 2 in hardware; 2 in jewelry and optical goods; 2 in metals (except scrap); 2 in plumbing and heating equipment and supplies; and 27 in all other products.  
 3/ Includes 2 establishments dealing in chemicals; 1 in drugs and drug sundries; 1 in jewelry and optical goods; 1 in petroleum and its products; 1 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 1 in all other products.  
 4/ Includes 1 establishment dealing in chemicals; 1 in coal; 1 in electrical goods; 1 in farm products-consumer goods; 1 in furniture and house furnishings; and 3 in all other products.  
 5/ Includes 1 establishment dealing in chemicals; 1 in farm products-consumer goods; 1 in farm supplies; 1 in dry goods; 1 in farm products-raw materials; 2 in clothing and furnishings; 1 in drugs and drug sundries; 1 in dry goods; 1 in farm products-raw materials; 2 in lumber and building materials (other than metal); 1 in paper and its products; 1 in plumbing and heating equipment and supplies; and 7 in all other products.





## WHOLESALE DISTRIBUTION: 1933

13-07  
Census of  
American  
Business

Table 3.—STATE OF

OHIO

RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                   | RECEIPTS FROM—       |                                  |                          |        |                          |          |
|---|--------------------------|-----------------|----------------|-------------------|----------------------|----------------------------------|--------------------------|--------|--------------------------|----------|
|   |                          |                 | Amount         | Per cent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental             |        | Other sources            |          |
|   |                          |                 |                |                   |                      |                                  | Number of establishments | Amount | Number of establishments | Amount   |
| Total for State                                       | 8,317                    | \$1,563,854     | \$202,351      | 12.9              | \$1,551,437          | \$3,277                          | 53                       | \$294  | 146                      | \$8,846  |
| Amusement and sporting goods                          | 78                       | 9,508           | 2,215          | 23.3              | 2,372                | 3                                | 1                        | 1      | 26                       | 1/ 7,132 |
| Automotive products                                   | 409                      | 140,940         | 19,957         | 14.2              | 139,682              | 1,237                            | 3                        | 5      | 3                        | 15       |
| Chemicals   | 191                      | 52,943          | 7,874          | 14.5              | 52,910               | 15                               | -                        | -      | 2                        | 18       |
| Clothing and furnishings                              | 182                      | 22,540          | 4,020          | 17.8              | 22,371               | -                                | 1                        | 3      | 1                        | 166      |
| Coal  | 143                      | 70,383          | 4,106          | 5.8               | 70,258               | 1                                | 3                        | 127    | -                        | -        |
| Drugs and drug sundries                               | 91                       | 23,038          | 3,565          | 15.5              | 23,034               | -                                | 2                        | 2      | 2                        | 2        |
| Dry goods   | 188                      | 22,454          | 3,431          | 15.3              | 22,454               | -                                | -                        | -      | -                        | -        |
| Electrical goods                                      | 251                      | 60,312          | 11,340         | 18.8              | 59,472               | 756                              | 1                        | 2      | 5                        | 32       |
| Farm products—raw materials                           | 634                      | 109,264         | 4,778          | 4.3               | 109,049              | 175                              | 1                        | 1      | 6                        | 39       |
| Farm products—consumer goods                          | 1,257                    | 137,525         | 21,067         | 15.3              | 137,273              | 140                              | 7                        | 39     | 14                       | 73       |
| Farm supplies   | 127                      | 14,230          | 2,222          | 15.6              | 14,194               | 18                               | 1                        | 3      | 3                        | 15       |
| Furniture and house furnishings                       | 151                      | 12,172          | 2,248          | 18.5              | 12,172               | -                                | -                        | -      | -                        | -        |
| Groceries and foods (except farm products)            | 1,171                    | 366,904         | 37,788         | 7.6               | 366,756              | -                                | 5                        | 24     | 23                       | 124      |
| Hardware  | 77                       | 29,956          | 4,437          | 14.8              | 29,818               | 105                              | 1                        | 2      | 5                        | 31       |
| Jewelry and optical goods                             | 79                       | 4,733           | 1,317          | 27.8              | 4,718                | 9                                | 1                        | 4      | 1                        | 2        |
| Lumber and building materials (other than metal)      | 299                      | 35,838          | 7,140          | 20.2              | 35,191               | 36                               | 7                        | 11     | 2                        | 43       |
| Machinery, equipment and supplies (except electrical) | 805                      | 73,591          | 16,993         | 23.1              | 72,092               | 632                              | -                        | -      | 33                       | 2/ 987   |
| Metals (except scrap)                                 | 202                      | 95,255          | 6,171          | 6.5               | 95,245               | 10                               | -                        | -      | -                        | -        |
| Paper and its products                                | 171                      | 42,433          | 6,895          | 16.2              | 42,428               | -                                | -                        | -      | 1                        | 7        |
| Petroleum and its products                            | 841                      | 108,879         | 17,158         | 15.1              | 106,765              | 40                               | 11                       | 31     | 7                        | 43       |
| Plumbing and heating equipment and supplies           | 155                      | 10,860          | 2,806          | 25.8              | 10,807               | 53                               | -                        | -      | -                        | -        |
| Tobacco and its products (except leaf)                | 113                      | 43,762          | 2,700          | 6.2               | 43,692               | -                                | 2                        | 6      | 6                        | 54       |
| Waste materials                                       | 333                      | 29,664          | 3,960          | 13.3              | 29,635               | -                                | 3                        | 29     | -                        | -        |
| All other kinds of business                           | 449                      | 49,125          | 8,365          | 17.0              | 49,054               | 45                               | 3                        | 4      | 8                        | 22       |

1/ Includes 26 exchanges dealing in motion picture films with income from film rentals of \$7,132,000.

2/ Includes 16 establishments dealing in machinery, equipment and supplies, with receipts from machine rentals amounting to \$893,000.

## WHOLESALE DISTRIBUTION: 1933

12-24-4  
Census of  
American  
Business

Table 4.—STATE OF OHIO CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS             | ALL ESTABLISHMENTS |                    | ESTABLISHMENTS REPORTING CREDIT SALES |                                       |                    |                                       |                  |                                       | Total<br>Expenses  |                  |                  |
|---|--------------------|--------------------|---------------------------------------|---------------------------------------|--------------------|---------------------------------------|------------------|---------------------------------------|--------------------|------------------|------------------|
|   | Number             | Net sales          | Number                                | Percent of total for kind of business | Net sales          | Percent of total for kind of business | Credit sales     |                                       |                    | Amount           | Percent of sales |
|   |                    |                    |                                       |                                       |                    |                                       | Amount           | Establishments reporting credit sales | All establishments |                  |                  |
| <b>Total for State</b>                                | <b>8,317</b>       | <b>\$1,563,854</b> | <b>5,935</b>                          | <b>71.4</b>                           | <b>\$1,050,596</b> | <b>67.2</b>                           | <b>\$829,024</b> | <b>78.6</b>                           | <b>53.0</b>        | <b>\$157,213</b> | <b>14.9</b>      |
| <b>WHOLESALESA PROPER</b>                             |                    |                    |                                       |                                       |                    |                                       |                  |                                       |                    |                  |                  |
| <b>Total</b>  | <b>4,568</b>       | <b>615,072</b>     | <b>3,447</b>                          | <b>75.5</b>                           | <b>506,285</b>     | <b>82.3</b>                           | <b>385,910</b>   | <b>76.2</b>                           | <b>82.9</b>        | <b>90,451</b>    | <b>17.9</b>      |
| Amusement and sporting goods                          | 55                 | 2,018              | 43                                    | 78.2                                  | 1,776              | 88.0                                  | 1,379            | 77.6                                  | 68.3               | 552              | 31.1             |
| Automotive products                                   | 327                | 34,749             | 279                                   | 85.3                                  | 32,323             | 93.0                                  | 15,230           | 47.1                                  | 43.8               | 6,761            | 20.9             |
| Chemicals   | 88                 | 14,853             | 77                                    | 87.5                                  | 10,801             | 73.4                                  | 10,185           | 93.4                                  | 76.4               | 2,510            | 23.0             |
| Clothing and furnishings                              | 151                | 12,572             | 113                                   | 86.2                                  | 12,021             | 95.5                                  | 11,471           | 95.4                                  | 81.2               | 2,010            | 16.7             |
| Coal  | 86                 | 21,506             | 75                                    | 77.2                                  | 17,903             | 83.2                                  | 17,139           | 95.7                                  | 79.7               | 1,561            | 8.7              |
| Drugs and drug sundries                               | 67                 | 15,497             | 51                                    | 76.1                                  | 15,245             | 98.4                                  | 13,177           | 86.4                                  | 85.0               | 2,386            | 15.7             |
| Drugs   | 88                 | 17,968             | 74                                    | 84.1                                  | 14,544             | 80.9                                  | 12,805           | 88.0                                  | 71.2               | 2,541            | 17.5             |
| Electrical goods                                      | 142                | 16,221             | 127                                   | 89.4                                  | 16,016             | 98.7                                  | 13,717           | 85.6                                  | 84.5               | 3,514            | 22.6             |
| Farm products—raw materials                           | 100                | 22,789             | 58                                    | 58.0                                  | 13,006             | 58.2                                  | 5,076            | 39.0                                  | 17.6               | 1,204            | 9.5              |
| Farm products—consumer goods                          | 631                | 33,277             | 441                                   | 69.9                                  | 27,534             | 81.4                                  | 48,148           | 71.6                                  | 87.8               | 13,250           | 19.5             |
| Farm supplies   | 80                 | 8,794              | 57                                    | 71.3                                  | 5,976              | 68.0                                  | 2,769            | 46.3                                  | 31.5               | 1,090            | 12.2             |
| Furniture and house furnishings                       | 69                 | 5,560              | 53                                    | 76.8                                  | 5,316              | 95.6                                  | 4,655            | 87.6                                  | 83.7               | 1,170            | 22.0             |
| General merchandise                                   | 4                  | 1,244              | 3                                     | 75.0                                  | 1,202              | 96.6                                  | 1,066            | 90.3                                  | 87.3               | 233              | 19.4             |
| Groceries and foods (except farm products)            | 906                | 138,853            | 640                                   | 70.6                                  | 116,954            | 88.0                                  | 96,664           | 74.1                                  | 65.2               | 19,316           | 16.5             |
| Hardware  | 51                 | 18,592             | 42                                    | 82.4                                  | 17,924             | 96.4                                  | 16,286           | 90.8                                  | 87.6               | 3,485            | 19.4             |
| Jewelry and optical goods                             | 56                 | 3,494              | 48                                    | 85.7                                  | 3,354              | 96.3                                  | 2,639            | 78.7                                  | 75.7               | 998              | 29.8             |
| Lumber and building materials (other than metal)      | 200                | 20,068             | 175                                   | 87.5                                  | 15,121             | 75.3                                  | 13,938           | 92.2                                  | 69.5               | 3,908            | 25.8             |
| Machinery, equipment and supplies (except electrical) | 347                | 24,754             | 304                                   | 87.6                                  | 21,991             | 88.8                                  | 19,349           | 88.0                                  | 78.2               | 6,371            | 29.0             |
| Metals (except scrap)                                 | 48                 | 12,812             | 40                                    | 83.3                                  | 12,169             | 95.0                                  | 10,337           | 84.9                                  | 80.7               | 1,681            | 13.8             |
| Paper and its products                                | 126                | 29,060             | 107                                   | 84.9                                  | 25,924             | 89.2                                  | 24,374           | 94.0                                  | 83.9               | 4,497            | 17.3             |
| Petroleum and its products                            | 122                | 23,157             | 90                                    | 73.8                                  | 10,435             | 45.1                                  | 7,508            | 72.0                                  | 32.4               | 1,687            | 16.2             |
| Plumbing and heating equipment                        | 93                 | 4,566              | 81                                    | 87.1                                  | 3,990              | 87.4                                  | 3,388            | 84.9                                  | 74.2               | 1,185            | 29.7             |
| Tobacco and its products (except leaf)                | 104                | 32,906             | 84                                    | 80.8                                  | 26,778             | 75.3                                  | 14,656           | 56.2                                  | 44.5               | 8,115            | 7.0              |
| Waste materials                                       | 386                | 28,258             | 154                                   | 47.9                                  | 20,111             | 71.2                                  | 17,945           | 84.7                                  | 60.3               | 2,865            | 14.2             |
| All other products                                    | 321                | 21,490             | 229                                   | 71.3                                  | 18,497             | 86.1                                  | 12,891           | 69.7                                  | 60.0               | 3,761            | 20.3             |
| <b>ALL OTHER TYPES</b>                                |                    |                    |                                       |                                       |                    |                                       |                  |                                       |                    |                  |                  |
| <b>Total</b>  | <b>3,749</b>       | <b>948,782</b>     | <b>2,488</b>                          | <b>66.4</b>                           | <b>544,311</b>     | <b>57.4</b>                           | <b>443,114</b>   | <b>80.8</b>                           | <b>46.6</b>        | <b>66,762</b>    | <b>12.2</b>      |
| Amusement and sporting goods                          | 23                 | 7,490              | 11                                    | 47.8                                  | 3,396              | 45.3                                  | 1,977            | 58.2                                  | 26.4               | 705              | 20.8             |
| Automotive products                                   | 82                 | 106,191            | 65                                    | 79.3                                  | 30,485             | 28.7                                  | 21,287           | 69.8                                  | 20.0               | 4,287            | 14.1             |
| Chemicals   | 103                | 38,060             | 90                                    | 87.4                                  | 19,096             | 50.1                                  | 12,942           | 68.2                                  | 49.7               | 2,624            | 13.7             |
| Clothing and furnishings                              | 31                 | 9,968              | 41                                    | 80.4                                  | 5,394              | 54.0                                  | 5,364            | 99.6                                  | 53.8               | 865              | 16.1             |
| Coal  | 57                 | 46,877             | 51                                    | 89.5                                  | 22,394             | 48.8                                  | 21,619           | 96.5                                  | 44.2               | 1,696            | 7.6              |
| Drugs and drug sundries                               | 24                 | 7,541              | 10                                    | 41.7                                  | 1,870              | 24.8                                  | 1,869            | 99.9                                  | 24.8               | 432              | 23.1             |
| Drugs   | 40                 | 4,466              | 29                                    | 72.5                                  | 3,976              | 89.0                                  | 3,930            | 98.9                                  | 98.0               | 457              | 11.0             |
| Electrical goods                                      | 109                | 44,091             | 84                                    | 77.1                                  | 35,976             | 81.6                                  | 29,859           | 83.0                                  | 77.7               | 6,105            | 17.0             |
| Farm products—raw materials                           | 534                | 30,476             | 232                                   | 47.2                                  | 22,387             | 31.6                                  | 11,713           | 44.1                                  | 14.6               | 1,469            | 5.9              |
| Farm products—consumer goods                          | 628                | 54,248             | 169                                   | 27.0                                  | 36,287             | 66.9                                  | 26,220           | 72.3                                  | 48.3               | 4,071            | 11.2             |
| Farm supplies   | 47                 | 5,434              | 30                                    | 62.8                                  | 4,601              | 84.7                                  | 2,935            | 63.8                                  | 54.0               | 549              | 11.9             |
| Furniture and house furnishings                       | 62                 | 6,612              | 50                                    | 80.6                                  | 6,097              | 92.2                                  | 5,946            | 97.5                                  | 89.9               | 1,001            | 11.4             |
| General merchandise                                   | 1                  | (X)                | (X)                                   | (X)                                   | (X)                | (X)                                   | (X)              | (X)                                   | (X)                | (X)              | (X)              |
| Groceries and foods                                   | 265                | 234,051            | 182                                   | 68.7                                  | 114,147            | 48.8                                  | 92,194           | 80.8                                  | 39.4               | 9,556            | 8.4              |
| Hardware  | 26                 | 11,364             | 16                                    | 61.5                                  | 2,032              | 17.9                                  | 2,031            | 99.9                                  | 17.9               | 181              | 8.9              |
| Jewelry and optical goods                             | 23                 | 1,249              | 17                                    | 73.9                                  | 658                | 52.7                                  | 629              | 96.5                                  | 50.4               | 241              | 26.6             |
| Lumber and building materials                         | 99                 | 15,215             | 81                                    | 81.8                                  | 13,184             | 86.7                                  | 12,932           | 98.1                                  | 85.0               | 2,008            | 15.9             |
| Machinery, equipment and supplies                     | 458                | 46,937             | 374                                   | 81.7                                  | 36,252             | 80.2                                  | 37,396           | 80.2                                  | 78.4               | 7,442            | 19.0             |
| Metals (except scrap)                                 | 184                | 32,443             | 115                                   | 74.7                                  | 56,823             | 71.3                                  | 56,792           | 99.7                                  | 71.3               | 3,997            | 6.8              |
| Paper and its products                                | 45                 | 13,373             | 37                                    | 82.2                                  | 13,154             | 90.4                                  | 13,105           | 99.6                                  | 98.0               | 1,669            | 12.7             |
| Petroleum and its products                            | 719                | 83,722             | 650                                   | 90.4                                  | 60,610             | 76.3                                  | 49,620           | 81.5                                  | 57.0               | 13,272           | 15.7             |
| Plumbing and heating equipment                        | 62                 | 6,294              | 48                                    | 77.4                                  | 4,803              | 76.3                                  | 4,501            | 93.7                                  | 71.5               | 975              | 20.3             |
| Tobacco and its products (except leaf)                | 8                  | 10,854             | 2                                     | 22.2                                  | 2,896              | 26.7                                  | 2,896            | 100.0                                 | 26.7               | 301              | 10.4             |
| Waste materials                                       | 8                  | (X)                | (X)                                   | (X)                                   | (X)                | (X)                                   | (X)              | (X)                                   | (X)                | (X)              | (X)              |
| All other products                                    | 122                | 26,233             | 79                                    | 64.8                                  | 18,442             | 70.3                                  | 15,999           | 92.2                                  | 84.8               | 2,715            | 14.7             |

WHOLESALE DISTRIBUTION: 1933

12-5-4  
Census of  
American  
Business

Table 5.—STATE OF

OHIO

DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS   | ALL ESTABLISHMENTS |                  |                |                          | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |                  |                                       |                  |             |                               |                                     |                           |                                   |
|---|--------------------|------------------|----------------|--------------------------|--|------------------|---------------------------------------|------------------|-------------|-------------------------------|-------------------------------------|---------------------------|-----------------------------------|
|   | Number             | Net sales        | Total expenses | Number of establishments | Percent of total for kind of business          | Net sales        | Percent of total for kind of business | Total expenses   |             | Sales to retailers for resale | Sales to home consumers (at retail) | Sales to industrial users | Sales to whole-sale organizations |
|   |                    |                  |                |                          |  |                  | Amount                                | Percent of sales |             |                               |                                     |                           |                                   |
| <b>Total for State</b>                      | <b>8,317</b>       | <b>1,563,954</b> | <b>202,351</b> | <b>7,225</b>             | <b>86.9</b>                                    | <b>1,232,469</b> | <b>79.8</b>                           | <b>163,154</b>   | <b>13.3</b> | <b>715,256</b>                | <b>41,040</b>                       | <b>327,472</b>            | <b>148,701</b>                    |
| <b>WHOLESALESAERS PROPER</b>                |                    |                  |                |                          |  |                  |                                       |                  |             |                               |                                     |                           |                                   |
| <b>Total</b>                                | <b>4,568</b>       | <b>615,072</b>   | <b>103,899</b> | <b>4,210</b>             | <b>92.2</b>                                    | <b>558,444</b>   | <b>90.8</b>                           | <b>94,087</b>    | <b>16.8</b> | <b>368,573</b>                | <b>25,116</b>                       | <b>155,068</b>            | <b>29,207</b>                     |
| Amusement and sporting goods                | 55                 | 2,018            | 755            | 49                       | 89.1   | 1,582            | 78.4                                  | 505              | 21.9        | 979                           | 207                                 | 390                       | 6                                 |
| Automotive products                         | 327                | 34,749           | 6,968          | 314                      | 96.0   | 32,391           | 95.2                                  | 6,837            | 21.1        | 20,735                        | 5,728                               | 3,999                     | 2,821                             |
| Chemicals                                   | 88                 | 14,853           | 3,054          | 85                       | 96.6   | 10,956           | 75.8                                  | 2,512            | 22.9        | 2,020                         | 972                                 | 7,745                     | 221                               |
| Clothing and furnishings                    | 131                | 12,572           | 2,147          | 131                      | 100.0  | 12,572           | 100.0                                 | 2,147            | 17.1        | 12,256                        | 130                                 | 23                        | 162                               |
| Coal  | 86                 | 21,506           | 1,768          | 71                       | 82.6   | 18,112           | 87.9                                  | 1,547            | 8.2         | 8,792                         | 510                                 | 8,462                     | 1,148                             |
| Drugs and drug sundries                     | 67                 | 15,497           | 2,460          | 66                       | 98.5   | 15,479           | 100.0                                 | 2,452            | 15.8        | 15,408                        | 173                                 | 473                       | 1,425                             |
| Dry goods                                   | 88                 | 17,988           | 2,972          | 84                       | 95.5   | 15,922           | 88.5                                  | 2,689            | 16.9        | 15,805                        | 88                                  | 1,887                     | 144                               |
| Electrical goods                            | 142                | 16,221           | 3,691          | 137                      | 96.5   | 15,331           | 94.6                                  | 3,486            | 22.7        | 8,968                         | 761                                 | 5,485                     | 97                                |
| Farm products—raw materials                 | 100                | 29,789           | 1,765          | 75                       | 75.0   | 28,541           | 99.1                                  | 1,541            | 5.4         | 4,539                         | 1,841                               | 12,609                    | 9,653                             |
| Farm products—consumer goods                | 631                | 65,277           | 15,897         | 605                      | 95.9   | 75,297           | 51.6                                  | 14,555           | 19.8        | 51,901                        | 5,359                               | 5,101                     | 4,656                             |
| Farm supplies                               | 80                 | 8,796            | 1,506          | 54                       | 67.5   | 5,453            | 62.0                                  | 847              | 15.5        | 3,842                         | 867                                 | 720                       | 24                                |
| Furniture & house furnishings               | 69                 | 5,560            | 1,218          | 69                       | 100.0  | 5,560            | 100.0                                 | 1,218            | 21.9        | 4,964                         | 307                                 | 217                       | 72                                |
| General merchandise                         | 4                  | 1,244            | 235            | 4                        | 100.0  | 1,244            | 100.0                                 | 235              | 18.9        | 1,028                         | 26                                  | 190                       | -                                 |
| Groceries and foods                         | 906                | 132,853          | 21,417         | 899                      | 99.2   | 129,371          | 99.4                                  | 20,527           | 15.9        | 119,373                       | 2,324                               | 5,718                     | 1,956                             |
| Hardware                                    | 51                 | 18,932           | 3,653          | 50                       | 98.0   | 18,565           | 99.9                                  | 3,644            | 19.6        | 12,207                        | 631                                 | 5,794                     | 158                               |
| Jewelry and optical goods                   | 56                 | 3,494            | 1,031          | 56                       | 100.0  | 3,494            | 100.0                                 | 1,031            | 29.6        | 3,259                         | 98                                  | 105                       | 25                                |
| Lumber & building materials                 | 200                | 20,068           | 4,602          | 160                      | 80.0   | 15,292           | 76.2                                  | 3,579            | 23.4        | 6,650                         | 837                                 | 7,180                     | 645                               |
| Machinery, exp't & supplies                 | 347                | 24,754           | 7,118          | 333                      | 96.0   | 22,515           | 91.0                                  | 6,496            | 28.9        | 3,759                         | 428                                 | 18,079                    | 239                               |
| Metals (except scrap)                       | 48                 | 12,812           | 1,755          | 41                       | 85.4   | 12,149           | 94.8                                  | 1,631            | 13.4        | 4,010                         | 27                                  | 8,000                     | 12                                |
| Paper and its products                      | 126                | 29,060           | 5,293          | 118                      | 93.7   | 24,395           | 83.9                                  | 4,283            | 17.4        | 7,856                         | 775                                 | 15,691                    | 78                                |
| Petroleum and its products                  | 122                | 23,197           | 3,033          | 101                      | 82.8   | 12,553           | 54.2                                  | 1,761            | 14.0        | 4,628                         | 1,230                               | 1,463                     | 8,218                             |
| Plumbing and heating equipment and supplies | 93                 | 4,566            | 1,477          | 89                       | 94.6   | 4,559            | 99.8                                  | 1,443            | 31.7        | 3,468                         | 100                                 | 964                       | 27                                |
| Tobacco and its products                    | 104                | 32,908           | 2,261          | 104                      | 100.0  | 32,908           | 100.0                                 | 2,261            | 6.9         | 32,290                        | 88                                  | -                         | -                                 |
| Waste materials                             | 326                | 28,226           | 3,888          | 246                      | 75.5   | 23,465           | 83.0                                  | 3,164            | 13.5        | 886                           | 117                                 | 20,448                    | 1,514                             |
| All other products                          | 321                | 21,490           | 4,239          | 312                      | 97.2   | 19,848           | 92.8                                  | 3,944            | 19.8        | 18,424                        | 1,016                               | 6,218                     | 198                               |
| <b>ALL OTHER TYPES</b>                      |                    |                  |                |                          |  |                  |                                       |                  |             |                               |                                     |                           |                                   |
| <b>Total</b>                                | <b>3,749</b>       | <b>948,782</b>   | <b>98,452</b>  | <b>3,015</b>             | <b>80.4</b>                                    | <b>674,025</b>   | <b>71.0</b>                           | <b>69,067</b>    | <b>10.2</b> | <b>346,883</b>                | <b>15,924</b>                       | <b>192,424</b>            | <b>118,794</b>                    |
| Amusement and sporting goods                | 23                 | 7,490            | 1,450          | 9                        | 39.1   | 2,070            | 27.6                                  | 4,229            | 20.7        | 627                           | -                                   | 1,387                     | 56                                |
| Automotive products                         | 102                | 106,291          | 15,289         | 64                       | 78.0   | 27,897           | 26.0                                  | 4,072            | 14.7        | 80,201                        | 565                                 | 4,900                     | 2,561                             |
| Chemicals                                   | 103                | 88,090           | 4,620          | 91                       | 88.3   | 15,639           | 41.1                                  | 2,421            | 15.5        | 3,794                         | 1,223                               | 9,643                     | 974                               |
| Clothing and furnishings                    | 51                 | 9,968            | 1,873          | 49                       | 96.1   | 6,287            | 63.1                                  | 1,152            | 18.3        | 5,150                         | 9                                   | 359                       | 770                               |
| Coal  | 87                 | 46,877           | 2,338          | 48                       | 54.2   | 25,705           | 52.6                                  | 1,984            | 7.7         | 13,318                        | 209                                 | 10,378                    | 1,800                             |
| Drugs and drug sundries                     | 44                 | 7,541            | 1,105          | 22                       | 91.7   | 5,983            | 79.3                                  | 588              | 9.8         | 5,115                         | 33                                  | 6                         | 829                               |
| Dry goods                                   | 80                 | 4,455            | 489            | 40                       | 100.0  | 4,466            | 100.0                                 | 489              | 10.3        | 2,927                         | 13                                  | 1,526                     | -                                 |
| Electrical goods                            | 109                | 44,021           | 7,649          | 85                       | 78.0   | 34,598           | 78.6                                  | 5,955            | 17.2        | 4,212                         | 6                                   | 10,112                    | 20,328                            |
| Farm products—raw materials                 | 534                | 80,475           | 3,013          | 370                      | 69.3   | 48,434           | 60.2                                  | 1,940            | 4.0         | 4,733                         | 2,564                               | 31,342                    | 9,763                             |
| Farm products—consumer goods                | 623                | 64,248           | 5,480          | 559                      | 89.5   | 48,613           | 89.6                                  | 5,142            | 10.6        | 32,406                        | 1,091                               | 3,491                     | 11,825                            |
| Farm supplies                               | 47                 | 5,434            | 716            | 29                       | 61.7   | 3,689            | 67.9                                  | 339              | 10.7        | 3,140                         | 163                                 | 102                       | 284                               |
| Furniture & house furnishings               | 62                 | 6,312            | 1,030          | 57                       | 91.9   | 5,259            | 94.7                                  | 839              | 13.4        | 5,864                         | 46                                  | 165                       | 184                               |
| General merchandise                         | 1                  | (X)              | (X)            | (X)                      | (X)  | (X)              | (X)                                   | (X)              | (X)         | (X)                           | (X)                                 | (X)                       | (X)                               |
| Groceries and foods                         | 265                | 234,061          | 16,371         | 238                      | 89.8   | 209,550          | 89.5                                  | 15,120           | 7.2         | 155,415                       | 556                                 | 8,674                     | 44,905                            |
| Hardware                                    | 26                 | 11,364           | 784            | 21                       | 80.8   | 8,758            | 79.1                                  | 821              | 6.3         | 1,346                         | -                                   | 1,078                     | 6,534                             |
| Jewelry and optical goods                   | 23                 | 1,849            | 286            | 18                       | 78.3   | 794              | 43.6                                  | 255              | 31.9        | 658                           | 1                                   | 66                        | 69                                |
| Lumber & building materials                 | 99                 | 15,215           | 2,538          | 75                       | 75.8   | 8,452            | 55.6                                  | 1,324            | 15.7        | 4,205                         | 197                                 | 3,604                     | 246                               |
| Machinery, exp't & supplies                 | 438                | 48,937           | 9,875          | 368                      | 84.7   | 32,185           | 68.8                                  | 6,433            | 20.0        | 4,785                         | 271                                 | 28,306                    | 1,823                             |
| Metals (except scrap)                       | 154                | 82,443           | 4,419          | 105                      | 68.2   | 55,634           | 67.5                                  | 2,939            | 5.0         | 8,194                         | 876                                 | 45,002                    | 1,172                             |
| Paper and its products                      | 45                 | 15,375           | 1,603          | 42                       | 93.3   | 13,055           | 97.5                                  | 1,940            | 11.8        | 5,668                         | 117                                 | 7,231                     | -                                 |
| Petroleum and its products                  | 719                | 85,728           | 14,125         | 529                      | 73.6   | 76,537           | 91.2                                  | 10,636           | 13.9        | 56,678                        | 8,224                               | 8,023                     | 4,432                             |
| Plumbing and heating equipment and supplies | 62                 | 6,294            | 1,329          | 49                       | 79.0   | 5,628            | 89.4                                  | 1,111            | 19.7        | 3,036                         | 6                                   | 2,386                     | 200                               |
| Tobacco and its products                    | 9                  | 10,854           | 439            | 7                        | 77.8   | 7,724            | 71.2                                  | 148              | 1.9         | 142                           | -                                   | 11                        | 7,971                             |
| Waste materials                             | 7                  | (X)              | 5              | (X)                      | (X)  | (X)              | (X)                                   | (X)              | (X)         | (X)                           | (X)                                 | (X)                       | (X)                               |
| All other products                          | 123                | 26,233           | 3,697          | 110                      | 94.3   | 26,140           | 95.8                                  | 3,716            | 14.8        | 6,279                         | 332                                 | 16,464                    | 3,068                             |



Table 6.—STATE OF OHIO  
MONTHLY EMPLOYMENT, BY KIND OF BUSINESS  
For States and Cities of 500,000 Population and Over

| State and City<br>Kind of Business                       | Pro-<br>pri-<br>etors<br>and<br>firm<br>man-<br>agers | NUMBER AND PROPORTION<br>OF MEN AND WOMEN<br>EMPLOYED |                             | Employ-<br>ment | Average<br>number<br>of em-<br>ployees | NUMBER OF EMPLOYEES—By MONTHS |                             |              |               |        |        |        |        |        |        |                     |                   |               |               |
|--|---|---|-----------------------------|-----------------|--|-------------------------------|-----------------------------|--------------|---------------|--------|--------|--------|--------|--------|--------|---------------------|-------------------|---------------|---------------|
|  |   | Men   |                             |                 |  | Women                         |                             | Jan-<br>uary | Feb-<br>ruary | March  | April  | May    | June   | July   | August | Sep-<br>tem-<br>ber | Oc-<br>to-<br>ber | No-<br>vember | De-<br>cember |
|  |   | Esti-<br>mated<br>average                             | Per-<br>cent<br>of<br>total |                 |  | Esti-<br>mated<br>average     | Per-<br>cent<br>of<br>total |              |               |        |        |        |        |        |        |                     |                   |               |               |
| Total for<br>Cleveland                                   | 1,039   | 16,157  | 3,647                       | 18,552          | 17,456                                 | 17,376                        | 17,116                      | 17,005       | 17,081        | 16,578 | 16,504 | 16,392 | 16,356 | 16,450 | 16,376 | 16,334              |                   |               |               |
| Amusement and sporting goods                             | 2   | 159   | 126                         | 44.2            | 270                                    | 360                           | 259                         | 268          | 216           | 264    | 257    | 272    | 274    | 276    | 277    | 281                 |                   |               |               |
| Automotive products                                      | 1,117   | 17,134  | 1,274                       | 16              | 16                                     | 16                            | 16                          | 16           | 16            | 16     | 16     | 16     | 16     | 16     | 16     | 16                  |                   |               |               |
| Chemicals  | 46  | 793   | 283                         | 24.2            | 957                                    | 957                           | 957                         | 957          | 957           | 957    | 957    | 957    | 957    | 957    | 957    | 957                 |                   |               |               |
| Clothing and furnishings                                 | 80  | 469   | 161                         | 25.6            | 573                                    | 573                           | 573                         | 573          | 573           | 573    | 573    | 573    | 573    | 573    | 573    | 573                 |                   |               |               |
| Coal   | 8   | 242   | 65                          | 21.2            | 276                                    | 276                           | 276                         | 276          | 276           | 276    | 276    | 276    | 276    | 276    | 276    | 276                 |                   |               |               |
| Drugs and drug sundries                                  | 20  | 201   | 98                          | 20.1            | 319                                    | 319                           | 319                         | 319          | 319           | 319    | 319    | 319    | 319    | 319    | 319    | 319                 |                   |               |               |
| Dry goods  | 43  | 428   | 131                         | 23.6            | 477                                    | 477                           | 477                         | 477          | 477           | 477    | 477    | 477    | 477    | 477    | 477    | 477                 |                   |               |               |
| Electrical goods   | 23  | 1,227   | 350                         | 20.9            | 1,324                                  | 1,324                         | 1,324                       | 1,324        | 1,324         | 1,324  | 1,324  | 1,324  | 1,324  | 1,324  | 1,324  | 1,324               |                   |               |               |
| Farm products—raw materials                              | 24  | 64  | 22                          | 20.4            | 92                                     | 92                            | 92                          | 92           | 92            | 92     | 92     | 92     | 92     | 92     | 92     | 92                  |                   |               |               |
| Farm products—consumer goods                             | 102   | 1,269   | 247                         | 15.4            | 1,432                                  | 1,432                         | 1,432                       | 1,432        | 1,432         | 1,432  | 1,432  | 1,432  | 1,432  | 1,432  | 1,432  | 1,432               |                   |               |               |
| Farm supplies  | 1   | 96  | 35                          | 24.2            | 67                                     | 67                            | 67                          | 67           | 67            | 67     | 67     | 67     | 67     | 67     | 67     | 67                  |                   |               |               |
| Furniture and house furnishings                          | 28  | 116   | 64                          | 25.7            | 176                                    | 176                           | 176                         | 176          | 176           | 176    | 176    | 176    | 176    | 176    | 176    | 176                 |                   |               |               |
| General merchandise                                      | 126   | 2,866   | 859                         | 15.3            | 3,194                                  | 3,194                         | 3,194                       | 3,194        | 3,194         | 3,194  | 3,194  | 3,194  | 3,194  | 3,194  | 3,194  | 3,194               |                   |               |               |
| Groceries and foods<br>(except farm products)            | 26  | 418   | 106                         | 20.1            | 492                                    | 492                           | 492                         | 492          | 492           | 492    | 492    | 492    | 492    | 492    | 492    | 492                 |                   |               |               |
| Hardware   | 16  | 121   | 30                          | 13.9            | 139                                    | 139                           | 139                         | 139          | 139           | 139    | 139    | 139    | 139    | 139    | 139    | 139                 |                   |               |               |
| Jewelry and optical goods                                | 3   | 676   | 71                          | 10.5            | 707                                    | 707                           | 707                         | 707          | 707           | 707    | 707    | 707    | 707    | 707    | 707    | 707                 |                   |               |               |
| Lumber and building materials                            | 32  | 576   | 412                         | 16.7            | 604                                    | 604                           | 604                         | 604          | 604           | 604    | 604    | 604    | 604    | 604    | 604    | 604                 |                   |               |               |
| Machinery, equipment and supplies<br>(except electrical) | 133   | 2,059   | 217                         | 10.8            | 2,276                                  | 2,276                         | 2,276                       | 2,276        | 2,276         | 2,276  | 2,276  | 2,276  | 2,276  | 2,276  | 2,276  | 2,276               |                   |               |               |
| Metallic (except scrap)                                  | 28  | 717   | 128                         | 15.1            | 791                                    | 791                           | 791                         | 791          | 791           | 791    | 791    | 791    | 791    | 791    | 791    | 791                 |                   |               |               |
| Paper and its products                                   | 20  | 599   | 137                         | 24.7            | 672                                    | 672                           | 672                         | 672          | 672           | 672    | 672    | 672    | 672    | 672    | 672    | 672                 |                   |               |               |
| Petroleum and its products                               | 9   | 972   | 70                          | 10.9            | 1,042                                  | 1,042                         | 1,042                       | 1,042        | 1,042         | 1,042  | 1,042  | 1,042  | 1,042  | 1,042  | 1,042  | 1,042               |                   |               |               |
| Printing and beating equipment and<br>supplies           | 18  | 391   | 61                          | 14.8            | 396                                    | 396                           | 396                         | 396          | 396           | 396    | 396    | 396    | 396    | 396    | 396    | 396                 |                   |               |               |
| Textiles and its products<br>(except lead)               | 11  | 207   | 49                          | 19.1            | 226                                    | 226                           | 226                         | 226          | 226           | 226    | 226    | 226    | 226    | 226    | 226    | 226                 |                   |               |               |
| Waste materials  | 63  | 336   | 120                         | 25.3            | 417                                    | 417                           | 417                         | 417          | 417           | 417    | 417    | 417    | 417    | 417    | 417    | 417                 |                   |               |               |
| All other products                                       | 60  | 740   | 126                         | 14.5            | 866                                    | 866                           | 866                         | 866          | 866           | 866    | 866    | 866    | 866    | 866    | 866    | 866                 |                   |               |               |



## WHOLESALE DISTRIBUTION: 1933

Table 1.—STATE OF INDIANA SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |       | NET SALES |          | TOTAL EXPENSES |                  |      | PAY ROLL                     |          |                  | Stocks on hand (end of year) |           |
|---|--------------------------|-------|-----------|----------|----------------|------------------|------|------------------------------|----------|------------------|------------------------------|-----------|
|   | 1933                     | 1929  | 1933      | 1929     | Amount         | Percent of sales |      | Full-time employes (average) | Total    |                  |                              | Part-time |
|   |                          |       |           |          |                | 1933             | 1929 |                              | Amount   | Percent of sales |                              |           |
|   |                          |       |           |          |                |                  |      |                              |          |                  |                              |           |
| <b>THE STATE</b>                        | 4,240                    | 3,734 | \$25,745  | \$21,561 | \$53,609       | 12.6             | 9.1  | 19,061                       | \$26,500 | 6.2              | 943                          | 36,740    |
| Wholesalers proper                      | 1,758                    | 1,445 | 191,468   | 376,738  | 30,482         | 15.9             | 12.9 | 11,701                       | 14,932   | 7.6              | 647                          | 26,708    |
| Wholesale merchants                     | 1,685                    | 1,413 | 187,058   | 372,111  | 29,865         | 16.0             | 12.9 | 11,490                       | 14,661   | 7.6              | 640                          | 26,460    |
| Importers                               | 5                        | —     | 656       | —        | 40             | 6.4              | —    | 13                           | 15       | 2.4              | —                            | 7         |
| Limited function wholesalers            | 68                       | 30    | 3,778     | 4,627    | 577            | 15.3             | 14.5 | 198                          | 256      | 6.8              | 7                            | 241       |
| Manufacturers' sales branches           | 274                      | 276   | 49,793    | 122,647  | 7,508          | 15.1             | 12.4 | 2,466                        | 4,051    | 9.1              | 37                           | 5,466     |
| With stocks                             | 268                      | —     | 35,173    | —        | 8,335          | 18.0             | —    | 2,113                        | 3,395    | 9.7              | 32                           | 5,466     |
| Without stocks                          | 66                       | —     | 14,620    | —        | 1,173          | 6.0              | —    | 353                          | 656      | 4.5              | 5                            | —         |
| Agents and brokers                      | 199                      | 290   | 78,926    | 226,117  | 1,849          | 2.3              | 2.0  | 555                          | 933      | 1.2              | 42                           | 113       |
| Brokers                                 | 82                       | 63    | 26,545    | 34,641   | 612            | 2.3              | 2.0  | 153                          | 310      | 1.2              | 6                            | 56        |
| Commission merchants                    | 69                       | 103   | 49,532    | 156,149  | 891            | 1.8              | 0.8  | 312                          | 481      | 1.0              | 18                           | 59        |
| Manufacturers' agents                   | 46                       | 64    | 1,993     | 12,758   | 206            | 12.9             | 9.0  | 58                           | 98       | 6.2              | 7                            | 13        |
| Selling agents                          | 13                       | 43    | 832       | 20,115   | 100            | 15.3             | 6.1  | 22                           | 50       | 7.7              | 7                            | 5         |
| Other agents                            | 9                        | 10    | 644       | 2,453    | 40             | 6.2              | 6.7  | 10                           | 14       | 2.2              | 4                            | —         |
| All other types                         | 5,000                    | 1,723 | 105,522   | 196,059  | 13,770         | 13.0             | 7.9  | 4,337                        | 6,644    | 6.3              | 217                          | 6,453     |
| Bulk tank stations                      | 920                      | 763   | 41,275    | 49,161   | 8,762          | 21.2             | 17.1 | 2,274                        | 4,300    | 10.4             | 87                           | 3,433     |
| Chain store warehouses                  | 11                       | 8     | 29,636    | 32,745   | 1,792          | 6.0              | 4.2  | 499                          | 886      | 2.8              | 24                           | 1,161     |
| Assemblers and country buyers           | 365                      | 324   | 11,448    | 38,205   | 1,068          | 9.3              | 5.8  | 453                          | 440      | 3.8              | 66                           | 301       |
| Cooperative marketing associations      | 28                       | 115   | 6,147     | 59,958   | 422            | 6.9              | 1.9  | 194                          | 200      | 5.3              | 5                            | 285       |
| Elevators                               | 312                      | 297   | 15,317    | 27,235   | 1,457          | 9.5              | 5.7  | 663                          | 853      | 4.5              | 38                           | 1,252     |
| Cream stations                          | 569                      | —     | 1,699     | —        | 269            | 15.9             | —    | 254                          | 195      | 11.5             | 27                           | 1         |
| Other types                             | —                        | 16    | —         | 8,795    | —              | —                | 14.1 | —                            | —        | —                | —                            | —         |
| <b>EVANSVILLE</b>                       | 142                      | 184   | 30,226    | 61,096   | 3,668          | 12.1             | 9.0  | 1,165                        | 1,726    | 5.9              | 51                           | 2,402     |
| Wholesalers proper                      | 94                       | 116   | 20,632    | 25,537   | 2,915          | 14.1             | 13.4 | 913                          | 1,376    | 6.7              | 46                           | 2,042     |
| Manufacturers' sales branches           | 18                       | 27    | 2,026     | 9,421    | 369            | 18.2             | 11.8 | 130                          | 193      | 9.5              | —                            | 253       |
| Agents and brokers                      | 13                       | 27    | 5,720     | 18,395   | 134            | 2.3              | 1.7  | 33                           | 79       | 1.4              | 1                            | 2         |
| All other types                         | 17                       | 14    | 1,910     | 7,743    | 250            | 13.1             | 8.6  | 90                           | 138      | 7.2              | 4                            | 75        |
| <b>FORT WAYNE</b>                       | 184                      | 158   | 30,500    | 53,164   | 4,565          | 15.0             | 13.9 | 1,490                        | 2,400    | 7.9              | 68                           | 3,720     |
| Wholesalers proper                      | 158                      | 120   | 18,227    | 40,737   | 3,101          | 17.0             | 13.6 | 1,239                        | 1,680    | 9.2              | 63                           | 2,925     |
| Manufacturers' sales branches           | 19                       | 14    | 2,332     | 3,732    | 569            | 25.3             | 17.6 | 209                          | 308      | 13.2             | —                            | 553       |
| Agents and brokers                      | 13                       | 11    | 3,602     | 1,145    | 83             | 2.3              | 5.1  | 32                           | 43       | 1.2              | 3                            | 7         |
| All other types                         | 14                       | 13    | 6,539     | 8,150    | 792            | 12.5             | 14.7 | 210                          | 369      | 5.8              | 2                            | 245       |
| <b>GARY</b>                             | 58                       | 38    | 6,272     | 10,033   | 1,115          | 17.8             | 11.9 | 359                          | 568      | 9.1              | 16                           | 468       |
| Wholesalers proper                      | 45                       | 28    | 3,476     | 4,443    | 374            | 21.1             | 11.9 | 246                          | 367      | 10.6             | 9                            | 382       |
| All other types                         | 13                       | 12    | 2,796     | 5,610    | 741            | 13.6             | 11.8 | 113                          | 201      | 7.2              | 7                            | 106       |
| <b>INDIANAPOLIS</b>                     | 598                      | 730   | 188,515   | 456,596  | 18,860         | 10.0             | 8.4  | 6,417                        | 9,698    | 5.1              | 280                          | 14,970    |
| Wholesalers proper                      | 329                      | 399   | 64,742    | 163,356  | 10,368         | 16.0             | 13.8 | 3,898                        | 5,338    | 8.3              | 207                          | 9,879     |
| Manufacturers' sales branches           | 134                      | 143   | 34,375    | 63,365   | 4,830          | 14.1             | 14.4 | 1,514                        | 2,632    | 7.7              | 23                           | 3,594     |
| Agents and brokers                      | 92                       | 166   | 59,213    | 175,244  | 1,157          | 8.0              | 1.7  | 332                          | 596      | 1.0              | 24                           | 50        |
| All other types                         | 33                       | 22    | 30,185    | 34,655   | 2,505          | 8.3              | 6.1  | 673                          | 1,098    | 3.6              | 28                           | 1,847     |
| <b>SOUTH BEND</b>                       | 128                      | 129   | 14,064    | 40,619   | 2,331          | 16.0             | 12.0 | 872                          | 1,179    | 8.4              | 41                           | 1,608     |
| Wholesalers proper                      | 89                       | 88    | 10,531    | 24,941   | 1,792          | 17.0             | 11.9 | 570                          | 789      | 7.3              | 38                           | 1,531     |
| Manufacturers' sales branches           | 25                       | 19    | 3,677     | 7,725    | 671            | 21.3             | 16.0 | 235                          | 315      | 11.8             | 3                            | 223       |
| Agents and brokers                      | 6                        | 12    | 225       | 4,067    | 43             | 15.2             | 6.0  | 15                           | 19       | 8.7              | —                            | 5         |
| All other types                         | 6                        | 10    | 575       | 1,866    | 125            | 21.8             | 14.4 | 52                           | 76       | 13.3             | —                            | 49        |

1/ Includes 51 cooperative elevators with sales amounting to \$3,218,000.

2/ Cream stations were not included for the most part in 1929 data.

Wholesale Distribution, 1935  
 NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS  
 FOR STATES AND SELECTED CITIES

| Kind of Business                             | Total                    |                        |                    |                      |                       |                            |                            |                            |                      |                                | Total |
|--|--------------------------|------------------------|--------------------|----------------------|-----------------------|----------------------------|----------------------------|----------------------------|----------------------|--------------------------------|-------|
|  | Wholesale<br>merchandise | Wholesale<br>groceries | Wholesale<br>meats | Wholesale<br>liquors | Wholesale<br>hardware | Wholesale<br>miscellaneous | Wholesale<br>farm products | Wholesale<br>optical goods | Wholesale<br>jewelry | Wholesale<br>other specialties |       |
| <b>Total</b>                                 | 4,240                    | 1,685                  | 68                 | 208                  | 56                    | 62                         | 69                         | 46                         | 2,035                | Types 1/<br>All other          | 380   |
| Amusement and sporting goods                 | 32                       | 23                     | 1                  | 5                    | 5                     | 1                          | 1                          | 1                          | 1                    | 1                              | 332   |
| Books and motion picture exp't. and supplies | 3                        | 3                      | 1                  | 4                    | 5                     | 1                          | 1                          | 1                          | 1                    | 1                              | 15    |
| Moving picture films                         | 10                       | 1                      | 1                  | 4                    | 5                     | 1                          | 1                          | 1                          | 1                    | 1                              | 27    |
| Sporting goods (general line)                | 6                        | 6                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 4     |
| Toys, novelties and fireworks                | 7                        | 5                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 1     |
| All other                                    | 6                        | 5                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 1     |
| Automotive products                          | 164                      | 139                    | 3                  | 15                   | 2                     | 4                          | 1                          | 1                          | 1                    | 1                              | 688   |
| Automobiles and other motor vehicles         | 18                       | 12                     | 5                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 8     |
| Automotive exp't., accessories and parts     | 120                      | 110                    | 3                  | 3                    | 3                     | 3                          | 1                          | 3                          | 1                    | 1                              | 345   |
| Tires and tubes                              | 24                       | 17                     | 7                  | 2                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 16    |
| Chemicals                                    | 53                       | 34                     | 13                 | 3                    | 2                     | 1                          | 1                          | 1                          | 1                    | 1                              | 150   |
| Explosives                                   | 3                        | 1                      | 2                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 2     |
| Industrial chemicals                         | 5                        | 4                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 156   |
| Paints and varnishes                         | 32                       | 23                     | 8                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 22    |
| All other                                    | 13                       | 6                      | 3                  | 3                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 14    |
| Clothing and furnishings                     | 20                       | 15                     | 2                  | 1                    | 2                     | 1                          | 2                          | 1                          | 2                    | 1                              | 63    |
| Clothing, men's and boys'                    | 1                        | 1                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 1     |
| Clothing, women's and children's             | 2                        | 1                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 1     |
| Furnishings (general line)                   | 6                        | 5                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 2     |
| Furnishings, men's and boys'                 | 4                        | 3                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 1     |
| Furnishings, women's and children's          | 2                        | 2                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 1     |
| Military and military supplies               | 2                        | 2                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 3     |
| Shoes and other footwear                     | 53                       | 36                     | 5                  | 1                    | 3                     | 4                          | 1                          | 2                          | 2                    | 1                              | 15    |
| Coal   | 28                       | 16                     | 1                  | 3                    | 2                     | 1                          | 1                          | 1                          | 2                    | 1                              | 13    |
| Drugs and drug sundries                      | 13                       | 11                     | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 10    |
| Drugs (general line)                         | 8                        | 4                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 7     |
| Drugs (specialty lines)                      | 4                        | 7                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 3     |
| Patent medicines                             | 1                        | 1                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 1     |
| Pharmaceuticals and preparations             | 2                        | 2                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 1     |
| All other                                    | 13                       | 12                     | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 3     |
| Dry goods                                    | 5                        | 5                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 1     |
| Dry goods (general line)                     | 2                        | 2                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 1     |
| Dry goods (specialty lines)                  | 2                        | 3                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 1     |
| Hosiery                                      | 4                        | 3                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 1     |
| Piece goods                                  | 4                        | 3                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 1     |
| Electrical goods                             | 47                       | 44                     | 1                  | 4                    | 3                     | 1                          | 4                          | 1                          | 4                    | 1                              | 1     |
| Electrical appliances, exp't. and supplies   | 42                       | 35                     | 1                  | 4                    | 3                     | 1                          | 4                          | 1                          | 4                    | 1                              | 1     |
| Radio and radio equipment                    | 5                        | 9                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 1     |
| Refrigerators                                | 4                        | 4                      | 1                  | 1                    | 1                     | 1                          | 1                          | 1                          | 1                    | 1                              | 1     |



WHOLESALE DISTRIBUTION: 1933

census of  
 American  
 business

TABLE 2A. - STATE OF INDIANA  
 NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)  
 FOR STATES AND SELECTED CITIES

| Kind of business                                      | Total     |           |           |           |           | Kind of Business | Total     |           |           |           |           |           |
|---|-----------|-----------|-----------|-----------|-----------|------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|   | Wholesale | Wholesale | Wholesale | Wholesale | Wholesale |                  | Wholesale | Wholesale | Wholesale | Wholesale | Wholesale |           |
|   | Wholesale | Wholesale | Wholesale | Wholesale | Wholesale |                  | Wholesale | Wholesale | Wholesale | Wholesale | Wholesale | Wholesale |
| Lumber and building materials (other than metal)      | 76        | 53        | 1         | 5         | 2         | 2                | 1         | 1         | 1         | 1         | 1         | 1         |
| Lumber and millwork                                   | 29        | 23        | 1         | 1         | 1         | 2                | 2         | 2         | 2         | 2         | 2         | 2         |
| Brick and tile  | 3         | 1         | 1         | 1         | 1         | 1                | 1         | 1         | 1         | 1         | 1         | 1         |
| Cement  | 6         | 5         | 1         | 1         | 1         | 1                | 1         | 1         | 1         | 1         | 1         | 1         |
| Glass   | 9         | 7         | 2         | 1         | 1         | 1                | 1         | 1         | 1         | 1         | 1         | 1         |
| All other   | 30        | 28        | 1         | 1         | 1         | 1                | 1         | 1         | 1         | 1         | 1         | 1         |
| Machinery, equipment and supplies (except electrical) | 196       | 93        | 1         | 55        | 20        | 5                | 1         | 19        | 2         | 1         | 1         | 1         |
| Commercial machinery, eqpt., and supplies             | 43        | 12        | 1         | 16        | 7         | 1                | 1         | 7         | 1         | 1         | 1         | 1         |
| Construction machinery, eqpt., & supplies             | 9         | 3         | 2         | 3         | 2         | 1                | 4         | 4         | 4         | 4         | 4         | 4         |
| Farm and dairy machinery and equipment                | 28        | 8         | 20        | 2         | 1         | 1                | 1         | 1         | 1         | 1         | 1         | 1         |
| Iron and steel machinery, eqpt., and supplies         | 3         | 3         | 3         | 3         | 3         | 3                | 3         | 3         | 3         | 3         | 3         | 3         |
| Textile and dyeing equipment                          | 3         | 3         | 1         | 1         | 1         | 1                | 1         | 1         | 1         | 1         | 1         | 1         |
| Machine tools   | 14        | 13        | 1         | 1         | 1         | 1                | 1         | 1         | 1         | 1         | 1         | 1         |
| Mill and mine supplies                                | 43        | 16        | 1         | 8         | 2         | 7                | 2         | 2         | 2         | 2         | 2         | 2         |
| All other   | 43        | 16        | 1         | 8         | 2         | 7                | 2         | 2         | 2         | 2         | 2         | 2         |
| Professional equipment and supplies                   | 21        | 15        | 5         | 1         | 1         | 1                | 1         | 1         | 1         | 1         | 1         | 1         |
| Shoe, dress, and millinery supplies                   | 21        | 15        | 5         | 1         | 1         | 1                | 1         | 1         | 1         | 1         | 1         | 1         |
| Barber and beauty parlor                              | 22        | 21        | 1         | 1         | 1         | 1                | 1         | 1         | 1         | 1         | 1         | 1         |
| Laundry   | 4         | 2         | 2         | 1         | 1         | 1                | 1         | 1         | 1         | 1         | 1         | 1         |
| All other   | 3         | 2         | 1         | 1         | 1         | 1                | 1         | 1         | 1         | 1         | 1         | 1         |
| Transportation equipment and supplies                 | 3         | 1         | 1         | 1         | 1         | 1                | 1         | 1         | 1         | 1         | 1         | 1         |

✓ The 2,036 "all other types" consist of the following:

| Imports | Selling agents (continued) |   |     |                               |     | Chain store warehouses (continued) |  |  |  |  |
|---------|----------------------------|---|-----|-------------------------------|-----|------------------------------------|--|--|--|--|
| 5       | 1                          | Other industrial machinery, eqpt., & supplies | 2   | General merchandise           | 1   |                                    |  |  |  |  |
| 1       | 1                          | Other industrial machinery, eqpt., & supplies | 2   | Groceries (general line)      | 1   |                                    |  |  |  |  |
| 1       | 1                          | Petroleum and its products                    | 1   | Groceries (specialties)       | 1   |                                    |  |  |  |  |
| 1       | 1                          | Petroleum and its products                    | 1   | Meat and poultry specialties  | 1   |                                    |  |  |  |  |
| 1       | 1                          | Newspapers and magazines                      | 6   | Assessors and county buyers   | 365 |                                    |  |  |  |  |
| 1       | 1                          | Other agents                                  | 8   | Grain                         | 18  |                                    |  |  |  |  |
| 1       | 1                          | Other agents                                  | 1   | Hides, skins, and furs (raw)  | 19  |                                    |  |  |  |  |
| 1       | 1                          | Horse and mules                               | 1   | Livestock                     | 1   |                                    |  |  |  |  |
| 15      | 15                         | Tobacco (leaf)                                | 1   | Tobacco (leaf)                | 1   |                                    |  |  |  |  |
| 2       | 2                          | Wholesale kind of business                    | 1   | Wholesale kind of business    | 1   |                                    |  |  |  |  |
| 1       | 1                          | Wholesale kind of business                    | 1   | Dairy products (general line) | 8   |                                    |  |  |  |  |
| 1       | 1                          | Bulk tank stations (petroleum)                | 920 | Dairy products (general line) | 1   |                                    |  |  |  |  |
| 1       | 1                          | Chain store warehouses                        | 11  | Milk and cream                | 30  |                                    |  |  |  |  |
| 1       | 1                          | Drugs (general line)                          | 1   | Poultry and poultry products  | 140 |                                    |  |  |  |  |
| 1       | 1                          | Fruits and vegetables (fresh)                 | 1   | Bairy and poultry products    | 98  |                                    |  |  |  |  |

WHOLESALE DISTRIBUTION: 1933  
 NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)  
 FOR STATES AND SELECTED CITIES

Census of  
 American  
 Business

Type of Establishment  
 Kind of Business

Type of Establishment  
 Kind of Business

| Type of Establishment<br>Kind of Business | Type of Establishment<br>Kind of Business | Type of Establishment<br>Kind of Business      | Type of Establishment<br>Kind of Business |
|---|---|--|---|
| Assemblers and country buyers (continued) |   |  |   |
| Fruits and vegetables (fresh)             | 19  | Cooperative marketing associations (continued) | 4   |
| Other farm products-consumers' goods      | 2   | Dairy and poultry products                     | 2   |
| Feed                                      | 4   | Fruits and vegetables (fresh)                  | 7   |
| Cooperative marketing associations        | 52  | Other farm supplies                            | 2   |
| Livestock                                 | 4   | Simultaneous kinds of business                 | 2   |
| Milk and cream                            | 4   | Elaborate                                      | 31  |
|   | 3   | Grain  | 310                                       |
|   |   | Feed   | 2   |
|   |   | Cross stations                                 |   |
|   |   | Milk   | 369                                       |
|   |   | Dairy and poultry products                     | 316                                       |
|   |   |  | 54  |

## WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF INDIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information was to be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales        | TOTAL EXPENSES  |                             | Full-time<br>employees<br>(average) | PAY ROLL        |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|------------------|-----------------|-----------------------------|-------------------------------------|-----------------|---------------|------------------------------------|
|   |                                       |                  | Amount          | Per-<br>cent<br>of<br>sales |                                     | Total           | Part-<br>time |                                    |
| <b>THE STATE</b>  | <b>24,240</b>                         | <b>\$425,743</b> | <b>\$53,609</b> | <b>12.6</b>                 | <b>19,061</b>                       | <b>\$26,580</b> | <b>\$943</b>  | <b>\$38,740</b>                    |
| Wholesalers proper  | 1,758                                 | 191,462          | 30,482          | 15.9                        | 11,701                              | 14,932          | 647           | 26,708                             |
| Manufacturers' sales branches                               | 274                                   | 49,793           | 7,508           | 15.1                        | 2,463                               | 4,051           | 37            | 5,466                              |
| Agents and brokers  | 199                                   | 78,966           | 1,849           | 2.3                         | 555                                 | 953             | 42            | 113                                |
| All other types   | 2,009                                 | 105,522          | 13,770          | 13.0                        | 4,327                               | 6,644           | 217           | 6,453                              |
| <b>WHOLESALES PROFFES</b>                                   |                                       |                  |                 |                             |                                     |                 |               |                                    |
| Amusement and sporting goods                                | 22                                    | 802              | 251             | 31.3                        | 95                                  | 124             | 6             | 202                                |
| Cameras and motion picture equipment<br>and supplies        | 3                                     | 82               | 28              | -                           | 11                                  | 14              | 1             | 20                                 |
| Sporting goods (general line)                               | 6                                     | 334              | 111             | -                           | 43                                  | 53              | 2             | 97                                 |
| Toys, novelties, and fireworks                              | 6                                     | 255              | 72              | -                           | 33                                  | 40              | 1             | 49                                 |
| All other   | 7                                     | 131              | 40              | -                           | 8                                   | 17              | 2             | 36                                 |
| Automotive products   | 142                                   | 11,550           | 2,245           | 19.8                        | 960                                 | 1,276           | 16            | 2,043                              |
| Automobiles and other motor vehicles                        | 12                                    | 4,115            | 271             | -                           | 108                                 | 165             | 3             | 252                                |
| Automotive equipment, accessories<br>and parts              | 113                                   | 6,635            | 1,810           | -                           | 785                                 | 1,029           | 11            | 1,623                              |
| Tires and tubes   | 17                                    | 700              | 162             | -                           | 67                                  | 82              | 2             | 156                                |
| Chemicals   | 34                                    | 3,159            | 819             | 25.9                        | 217                                 | 357             | 3             | 475                                |
| Industrial chemicals  | 4                                     | 326              | 94              | -                           | 22                                  | 41              | 1             | 39                                 |
| Paints and varnishes  | 23                                    | 1,119            | 325             | -                           | 110                                 | 141             | 2             | 226                                |
| All other   | 7                                     | 1,714            | 399             | -                           | 65                                  | 175             | -             | 150                                |
| Clothing and furnishings                                    | 16                                    | 855              | 143             | 16.7                        | 83                                  | 62              | -             | 153                                |
| Furnishings (general line)                                  | 5                                     | 184              | 21              | -                           | 4                                   | 2               | -             | 52                                 |
| Furnishings, men's and boys'                                | 3                                     | 111              | 32              | -                           | 8                                   | 10              | -             | 32                                 |
| Hosiery   | 3                                     | 154              | 15              | -                           | 9                                   | 9               | -             | 16                                 |
| All other   | 5                                     | 406              | 75              | -                           | 61                                  | 41              | -             | 53                                 |
| Coal  | 45                                    | 2,401            | 493             | 20.5                        | 164                                 | 255             | 30            | 115                                |
| Drugs and drug sundries                                     | 19                                    | 7,152            | 875             | 12.2                        | 330                                 | 491             | 32            | 1,413                              |
| Drugs (general line)  | 11                                    | 6,899            | 795             | -                           | 303                                 | 452             | 28            | 1,344                              |
| Drugs (specialty lines)                                     | 5                                     | 187              | 69              | -                           | 22                                  | 30              | 4             | 64                                 |
| All other   | 3                                     | 66               | 11              | -                           | 5                                   | 9               | -             | 5                                  |
| Dry goods   | 12                                    | 2,771            | 477             | 17.2                        | 222                                 | 267             | -             | 602                                |
| Dry goods (general line)                                    | 5                                     | 2,560            | 409             | -                           | 185                                 | 235             | -             | 554                                |
| Piece goods   | 3                                     | 41               | 7               | -                           | 4                                   | 4               | -             | 6                                  |
| All other   | 4                                     | 170              | 61              | -                           | 33                                  | 28              | -             | 22                                 |
| Electrical goods  | 45                                    | 5,210            | 1,159           | 22.2                        | 333                                 | 558             | 38            | 780                                |
| Electrical appliances, equipment and<br>supplies            | 36                                    | 3,889            | 909             | -                           | 260                                 | 424             | 35            | 686                                |
| Radios and radio equipment                                  | 5                                     | 550              | 118             | -                           | 35                                  | 58              | 2             | 73                                 |
| Refrigerators   | 4                                     | 771              | 132             | -                           | 38                                  | 76              | 1             | 51                                 |
| Farm products—raw materials                                 | 48                                    | 9,738            | 535             | 5.5                         | 257                                 | 265             | 9             | 1,135                              |
| Grain   | 33                                    | 7,877            | 341             | -                           | 150                                 | 179             | 5             | 859                                |
| Hides, skins, and furs (raw)                                | 8                                     | 1,247            | 77              | -                           | 27                                  | 25              | 1             | 62                                 |
| Livestock   | 4                                     | 69               | 22              | -                           | 6                                   | 10              | 2             | -                                  |
| All other   | 3                                     | 545              | 95              | -                           | 74                                  | 51              | 1             | 214                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF INDIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>establish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on hand<br>(end<br>of year) |
|---|----------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALESAERS PROPER (continued)                           |                                  |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 307                              | \$27,834  | \$5,075        | 18.2                        | 1,837                               | \$2,214  | \$114         | \$644                              |
| Dairy products (general line)                               | 43                               | 2,758     | 1,223          | --                          | 461                                 | 585      | 14            | 34                                 |
| Milk and cream  | 24                               | 1,452     | 449            | --                          | 227                                 | 275      | 7             | 17                                 |
| All other dairy products                                    | 14                               | 1,302     | 773            | --                          | 234                                 | 348      | 11            | 25                                 |
| Poultry and poultry products                                | 80                               | 7,354     | 988            | --                          | 285                                 | 331      | 47            | 146                                |
| Dairy and poultry products                                  | 21                               | 1,393     | 253            | --                          | 54                                  | 73       | 7             | 32                                 |
| Fruits and vegetables (fresh)                               | 121                              | 13,095    | 1,956          | --                          | 542                                 | 585      | 27            | 384                                |
| All other   | 4                                | 410       | 43             | --                          | 13                                  | 17       | 1             | 8                                  |
| Farm supplies   | 68                               | 4,575     | 604            | 13.2                        | 237                                 | 261      | 22            | 658                                |
| Feed  | 50                               | 3,217     | 391            | --                          | 153                                 | 165      | 13            | 291                                |
| Seeds   | 12                               | 712       | 147            | --                          | 50                                  | 67       | 4             | 197                                |
| All other   | 6                                | 646       | 66             | --                          | 34                                  | 29       | 5             | 170                                |
| Furniture and house furnishings                             | 23                               | 1,972     | 410            | 20.8                        | 218                                 | 185      | 18            | 464                                |
| Furniture   | 7                                | 595       | 112            | --                          | 31                                  | 44       | 7             | 82                                 |
| House furnishings (except furniture)                        | 10                               | 180       | 38             | --                          | 18                                  | 19       | 11            | 68                                 |
| All other   | 6                                | 1,207     | 259            | --                          | 169                                 | 122      | --            | 314                                |
| General merchandise   | 4                                | 7,242     | 835            | 11.5                        | 316                                 | 225      | --            | 940                                |
| Groceries and foods (except farm products)                  | 340                              | 41,922    | 4,881          | 11.6                        | 2,070                               | 2,560    | 79            | 5,377                              |
| Groceries (general line)                                    | 94                               | 27,841    | 2,609          | --                          | 1,126                               | 1,494    | 18            | 3,907                              |
| Confectionery and soft drinks                               | 89                               | 3,016     | 841            | --                          | 199                                 | 242      | 20            | 336                                |
| Fish and sea foods  | 11                               | 405       | 138            | --                          | 45                                  | 60       | 10            | 21                                 |
| Meats and meat products                                     | 35                               | 2,477     | 527            | --                          | 274                                 | 304      | 11            | 403                                |
| All other food and grocery specialties                      | 110                              | 8,183     | 955            | --                          | 425                                 | 456      | 25            | 710                                |
| Hardware  | 25                               | 7,532     | 1,578          | 22.0                        | 764                                 | 1,008    | 6             | 3,005                              |
| Hardware (general line)                                     | 19                               | 7,212     | 1,575          | --                          | 719                                 | 956      | 5             | 2,815                              |
| Hardware (specialty lines)                                  | 6                                | 420       | 103            | --                          | 45                                  | 52       | 1             | 190                                |
| Jewelry and optical goods                                   | 9                                | 538       | 174            | 32.3                        | 78                                  | 101      | --            | 184                                |
| Jewelry (general line)                                      | 4                                | 209       | 58             | --                          | 26                                  | 34       | --            | 55                                 |
| All other   | 5                                | 329       | 116            | --                          | 52                                  | 67       | --            | 128                                |
| Lumber and building materials<br>(other than metal)         | 64                               | 3,806     | 1,047          | 27.5                        | 379                                 | 533      | 45            | 1,311                              |
| Lumber and mill work  | 23                               | 1,629     | 407            | --                          | 136                                 | 196      | 20            | 661                                |
| Cement  | 5                                | 93        | 24             | --                          | 10                                  | 15       | 1             | 12                                 |
| Glass   | 7                                | 341       | 145            | --                          | 81                                  | 84       | 3             | 84                                 |
| All other   | 29                               | 1,743     | 471            | --                          | 152                                 | 228      | 21            | 554                                |
| Machinery, equipment and supplies<br>(except electrical)    | 94                               | 5,021     | 1,412          | 30.1                        | 560                                 | 765      | 70            | 1,187                              |
| Commercial machinery, equipment and<br>supplies             | 12                               | 414       | 104            | --                          | 48                                  | 44       | 8             | 112                                |
| Industrial machinery, equipment and<br>supplies             | 32                               | 2,991     | 848            | --                          | 292                                 | 425      | 10            | 638                                |
| Bottles and bottling equipment                              | 3                                | 95        | 23             | --                          | 21                                  | 17       | --            | 6                                  |
| Mill and mine supplies (general line)                       | 13                               | 1,843     | 447            | --                          | 172                                 | 243      | 2             | 492                                |
| All other   | 16                               | 1,053     | 378            | --                          | 99                                  | 165      | 8             | 140                                |
| Professional equipment and supplies                         | 15                               | 746       | 256            | --                          | 110                                 | 148      | 34            | 190                                |
| Service equipment and supplies                              | 26                               | 515       | 207            | --                          | 78                                  | 105      | 15            | 155                                |
| Barber and beauty parlor equipment<br>and supplies          | 22                               | 438       | 164            | --                          | 68                                  | 82       | 5             | 119                                |
| All other   | 4                                | 78        | 43             | --                          | 10                                  | 23       | 10            | 36                                 |
| Other machinery, equipment and supplies                     | 9                                | 354       | 97             | --                          | 32                                  | 43       | 3             | 92                                 |

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Table 2B.—STATE OF INDIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of establishments | Net sales | TOTAL EXPENSES |                  | Full-time employees (average) | PAY ROLL |           | Stocks on hand (end of year) |
|---|--------------------------|-----------|----------------|------------------|-------------------------------|----------|-----------|------------------------------|
|   |                          |           | Amount         | Percent of sales |                               | Total    | Part-time |                              |
| <b>WHOLESALESALE PROPER (continued)</b>                     |                          |           |                |                  |                               |          |           |                              |
| <b>Metals (except scrap)</b>                                | 13                       | \$2,722   | \$ 535         | 19.7             | 235                           | \$ 279   | \$ 2      | \$1,177                      |
| Iron and steel  | 9                        | 2,254     | 421            | -                | 162                           | 233      | 2         | 1,060                        |
| Other metal and metal works                                 | 4                        | 468       | 114            | -                | 53                            | 46       | -         | 117                          |
| <b>Paper and its products</b>                               | 46                       | 6,008     | 1,381          | 23.0             | 502                           | 766      | 28        | 1,345                        |
| <b>Petroleum and its products</b>                           | 31                       | 2,022     | 433            | 21.4             | 150                           | 154      | 6         | 96                           |
| <b>Plumbing and heating equipment and supplies</b>          | 19                       | 10,335    | 1,636          | 15.8             | 288                           | 676      | 18        | 891                          |
| Heating equipment (general line)                            | 3                        | 104       | 56             | -                | 9                             | 29       | 10        | 20                           |
| Plumbing and heating equipment (general line)               | 8                        | 1,552     | 379            | -                | 146                           | 197      | 8         | 766                          |
| All other   | 8                        | 8,579     | 1,201          | -                | 133                           | 450      | -         | 105                          |
| <b>Tobacco and its products (except leaf)</b>               | 50                       | 14,218    | 902            | 6.3              | 329                           | 461      | 7         | 1,043                        |
| <b>Waste materials</b>                                      | 118                      | 3,610     | 819            | 22.7             | 442                           | 361      | 50        | 725                          |
| Iron and steel scrap  | 25                       | 977       | 200            | -                | 120                           | 94       | 17        | 224                          |
| Junk and scrap (general line)                               | 80                       | 1,760     | 450            | -                | 224                           | 210      | 24        | 391                          |
| Waste paper, rags and rubber                                | 13                       | 873       | 169            | -                | 98                            | 77       | 9         | 111                          |
| <b>All other products</b>                                   | 165                      | 8,567     | 1,565          | 18.3             | 635                           | 727      | 48        | 662                          |
| Beer  | 78                       | 4,535     | 544            | -                | 187                           | 195      | 17        | 173                          |
| Flowers and nursery stock                                   | 3                        | 186       | 39             | -                | 12                            | 10       | -         | 12                           |
| Forest products (except lumber)                             | 3                        | 18        | 7              | -                | 3                             | 3        | -         | 3                            |
| Leather   | 4                        | 74        | 15             | -                | 6                             | 8        | -         | 54                           |
| Leather goods   | 12                       | 878       | 217            | -                | 76                            | 92       | 2         | 251                          |
| Newspapers and magazines                                    | 32                       | 1,648     | 333            | -                | 189                           | 230      | 18        | 75                           |
| Wines and spirituous liquors                                | 8                        | 289       | 56             | -                | 15                            | 16       | -         | 15                           |
| Miscellaneous kinds of business                             | 25                       | 939       | 354            | -                | 147                           | 173      | 11        | 99                           |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                          |           |                |                  |                               |          |           |                              |
| <b>WITH STOCKS</b>  | 208                      | 35,173    | 6,335          | 18.0             | 2,113                         | 3,395    | 32        | 5,466                        |
| Amusement and sporting goods                                | 5                        | 1,338     | 234            | 17.5             | 79                            | 135      | -         | 40                           |
| Automotive products   | 15                       | 3,908     | 583            | 14.9             | 177                           | 335      | 2         | 287                          |
| Chemicals   | 13                       | 992       | 240            | 24.2             | 50                            | 97       | 1         | 152                          |
| Drugs and drug sundries                                     | 3                        | 441       | 55             | 12.0             | 15                            | 28       | -         | 39                           |
| Electrical goods  | 4                        | 928       | 121            | 13.0             | 45                            | 71       | -         | 77                           |
| Farm products—consumer goods                                | 5                        | 332       | 51             | 15.4             | 21                            | 21       | -         | 7                            |
| Groceries and foods (except farm products)                  | 68                       | 11,851    | 1,571          | 13.3             | 529                           | 909      | 8         | 300                          |
| Jewelry and optical goods                                   | 7                        | 457       | 173            | 37.9             | 53                            | 89       | -         | 70                           |
| Lumber and building materials (other than metal)            | 5                        | 1,274     | 229            | 18.0             | 52                            | 106      | 12        | 280                          |
| Machinery, equipment and supplies (except electrical)       | 55                       | 8,492     | 2,203          | 25.9             | 847                           | 1,185    | 6         | 3,470                        |
| Metals (except scrap)                                       | 3                        | 1,193     | 207            | 17.4             | 55                            | 92       | 1         | 68                           |
| Plumbing and heating equipment and supplies                 | 14                       | 1,308     | 323            | 24.7             | 117                           | 141      | 2         | 323                          |
| All other kinds of business                                 | 12                       | 2,679     | 347            | 13.0             | 73                            | 188      | -         | 347                          |
| <b>WITHOUT STOCKS</b>                                       | 66                       | 14,620    | 1,173          | 8.0              | 355                           | 556      | 5         | -                            |
| Amusement and sporting goods                                | 5                        | 1,359     | 276            | 20.3             | 99                            | 150      | -         | -                            |
| Chemicals   | 3                        | 68        | 39             | 57.4             | 6                             | 11       | -         | -                            |
| Coal  | 3                        | 472       | 51             | 10.8             | 11                            | 29       | -         | -                            |
| Electrical goods  | 3                        | 2,634     | 151            | 5.7              | 29                            | 71       | -         | -                            |
| Machinery, equipment and supplies (except electrical)       | 20                       | 1,443     | 96             | 6.7              | 31                            | 61       | -         | -                            |
| Metals (except scrap)                                       | 5                        | 1,765     | 78             | 4.4              | 18                            | 42       | 3         | -                            |
| Paper and its products                                      | 4                        | 232       | 16             | 6.9              | 5                             | 10       | -         | -                            |
| Tobacco and its products (except leaf)                      | 3                        | 3,502     | 70             | 2.0              | 23                            | 48       | -         | -                            |
| All other kinds of business                                 | 20                       | 3,145     | 396            | 12.6             | 133                           | 234      | 2         | -                            |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF INDIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Num-<br>ber of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             |                                     | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|--|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |  |           | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total    | Part-<br>time |                                    |
| <b>AGENTS AND BROKERS</b>                                   |  |           |                |                             |                                     |          |               |                                    |
| <b>BROKERS</b>  |  |           |                |                             |                                     |          |               |                                    |
| Coal  | 4  | 713       | 58             | 8.1                         | 14                                  | 19       | 2             | 6                                  |
| Farm products—raw materials                                 | 8  | 4,667     | 92             | 2.0                         | 33                                  | 53       | 1             | 1                                  |
| Farm products—consumer goods                                | 6  | 745       | 21             | 2.8                         | 6                                   | 10       | 1             | —                                  |
| Groceries and foods (except farm products)                  | 26   | 18,140    | 305            | 1.7                         | 70                                  | 158      | 1             | —                                  |
| Machinery, equipment and supplies<br>(except electrical)    | 5  | 45        | 8              | 17.8                        | 4                                   | 5        | 1             | —                                  |
| Metals (except scrap)                                       | 3  | 371       | 12             | 3.2                         | 1                                   | 6        | —             | —                                  |
| All other kinds of business                                 | 10   | 1,864     | 116            | 6.2                         | 25                                  | 59       | —             | 29                                 |
| <b>COMMISSION MERCHANTS</b>                                 |  |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 69   | 49,532    | 891            | 1.8                         | 312                                 | 491      | 18            | 52                                 |
| Farm products—consumer goods                                | 36   | 46,376    | 610            | 1.3                         | 195                                 | 349      | 8             | —                                  |
| Farm products—consumer goods                                | 22   | 1,713     | 161            | 9.4                         | 87                                  | 85       | 7             | 35                                 |
| Petroleum and its products                                  | 6  | 465       | 61             | 13.4                        | 15                                  | 25       | —             | 3                                  |
| All other kind of business                                  | 5  | 988       | 59             | 6.0                         | 15                                  | 22       | 3             | 21                                 |
| <b>MANUFACTURERS' AGENTS</b>                                |  |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 46   | 1,593     | 206            | 12.9                        | 58                                  | 98       | 7             | 13                                 |
| Electrical goods  | 4  | 288       | 60             | 23.3                        | 13                                  | 27       | 1             | 4                                  |
| Furniture and house furnishings                             | 4  | 55        | 5              | 9.1                         | 2                                   | 2        | 1             | 3                                  |
| Machinery, equipment and supplies<br>(except electrical)    | 3  | 62        | 7              | 11.3                        | 1                                   | 3        | —             | —                                  |
| Plumbing and heating equipment and supplies                 | 18   | 365       | 40             | 11.0                        | 12                                  | 13       | 2             | 1                                  |
| All other kinds of business                                 | 5  | 149       | 45             | 30.2                        | 12                                  | 28       | 1             | 4                                  |
|   | 12   | 704       | 49             | 7.0                         | 18                                  | 25       | 2             | 1                                  |
| <b>SELLING AGENTS</b>                                       |  |           |                |                             |                                     |          |               |                                    |
| <b>OTHER AGENTS</b>   |  |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 9  | 644       | 40             | 6.2                         | 10                                  | 14       | 4             | —                                  |
| Farm products—consumer goods                                | 6  | 559       | 23             | 4.1                         | 6                                   | 11       | 4             | —                                  |
| All other kinds of business                                 | 3  | 85        | 17             | 20.0                        | 4                                   | 3        | —             | —                                  |
| <b>ALL OTHER TYPES</b>                                      |  |           |                |                             |                                     |          |               |                                    |
| <b>BULK TANK STATIONS (petroleum)</b>                       |  |           |                |                             |                                     |          |               |                                    |
|   | 920  | 41,275    | 8,762          | 21.2                        | 2,274                               | 4,300    | 57            | 3,433                              |
| <b>CHAIN STORE WAREHOUSES</b>                               |  |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 11   | 29,636    | 1,792          | 6.0                         | 499                                 | 826      | 24            | 1,161                              |
| All other kinds of business                                 | 8  | 28,407    | 1,743          | 6.1                         | 479                                 | 807      | 23            | 1,077                              |
|   | 3  | 1,229     | 49             | 4.0                         | 20                                  | 19       | 1             | 104                                |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                        |  |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 365  | 11,448    | 1,068          | 9.3                         | 453                                 | 440      | 66            | 301                                |
| Farm products—consumer goods                                | 53   | 3,384     | 184            | 5.4                         | 67                                  | 72       | 8             | 90                                 |
| Farm supplies   | 308  | 8,035     | 880            | 11.0                        | 386                                 | 367      | 57            | 210                                |
|   | 4  | 29        | 4              | 13.3                        | 1                                   | 1        | 1             | 1                                  |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   |  |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 32   | 6,147     | 422            | 6.9                         | 194                                 | 200      | 5             | 255                                |
| Farm products—consumer goods                                | 11   | 1,942     | 98             | 5.0                         | 47                                  | 53       | 2             | 56                                 |
| Farm supplies   | 9  | 1,246     | 74             | 5.9                         | 51                                  | 28       | 1             | 14                                 |
| All other products  | 3  | 2,797     | 221            | 7.9                         | 76                                  | 100      | 2             | 199                                |
|   | 9  | 1,62      | 29             | 17.9                        | 20                                  | 19       | —             | 16                                 |
| <b>ELEVATORS (grain)</b>                                    |  |           |                |                             |                                     |          |               |                                    |
|   | 312  | 15,317    | 1,457          | 9.5                         | 663                                 | 683      | 38            | 1,252                              |
| <b>CREAM STATIONS</b>                                       |  |           |                |                             |                                     |          |               |                                    |
|   | 369  | 1,699     | 269            | 15.8                        | 254                                 | 195      | 27            | 1                                  |

## WHOLESALE DISTRIBUTION: 1933

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 100,000 POPULATION AND OVER                       |                                       |           |                |                             |                                     |          |               |                                    |
| <u>EVANSVILLE</u>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 142                                   | \$30,288  | \$3,668        | 12.1                        | 1,166                               | \$1,786  | \$51          | \$2,402                            |
| Wholesalers proper  | 94                                    | 20,632    | 2,915          | 14.1                        | 913                                 | 1,376    | 46            | 2,042                              |
| Manufacturers' sales branches                               | 18                                    | 2,026     | 369            | 18.2                        | 130                                 | 193      | -             | 283                                |
| Agents and brokers  | 13                                    | 5,720     | 134            | 2.3                         | 33                                  | 79       | 1             | 2                                  |
| All other types   | 17                                    | 1,910     | 250            | 13.1                        | 90                                  | 138      | 4             | 75                                 |
| <u>WHOLESALE PROPER</u>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 7                                     | 1,225     | 191            | 15.6                        | 60                                  | 91       | 1             | 135                                |
| Chemicals   | 3                                     | 179       | 24             | 13.4                        | 14                                  | 11       | -             | 23                                 |
| Farm products—raw materials                                 | 3                                     | 142       | 13             | 9.2                         | 5                                   | 4        | 1             | 11                                 |
| Farm products—consumer goods                                | 10                                    | 1,002     | 185            | 18.5                        | 119                                 | 113      | 3             | 39                                 |
| Farm supplies   | 4                                     | 451       | 85             | 18.8                        | 27                                  | 36       | 10            | 60                                 |
| Furniture and house furnishings                             | 3                                     | 535       | 106            | 19.8                        | 27                                  | 41       | 7             | 77                                 |
| Groceries and foods (except farm products)                  | 16                                    | 3,395     | 336            | 9.9                         | 134                                 | 183      | 2             | 410                                |
| Hardware  | 4                                     | 1,485     | 265            | 17.8                        | 102                                 | 135      | -             | 457                                |
| Lumber and building materials<br>(other than metal)         | 6                                     | 604       | 143            | 23.7                        | 56                                  | 83       | 11            | 228                                |
| Machinery, equipment and supplies<br>(except electrical)    | 6                                     | 368       | 106            | 28.8                        | 31                                  | 49       | 3             | 44                                 |
| Paper and its products                                      | 5                                     | 298       | 53             | 18.4                        | 34                                  | 37       | 3             | 65                                 |
| Tobacco and its products (except leaf)                      | 3                                     | 362       | 41             | 11.3                        | 15                                  | 18       | -             | 27                                 |
| Waste materials   | 5                                     | 162       | 60             | 37.0                        | 56                                  | 31       | 1             | 78                                 |
| All other kinds of business 1/                              | 19                                    | 10,434    | 1,307          | 12.5                        | 238                                 | 544      | 4             | 383                                |
| <u>MANUFACTURERS' SALES BRANCHES</u>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 6                                     | 378       | 108            | 28.6                        | 39                                  | 58       | -             | 12                                 |
| Machinery, equipment and supplies<br>(except electrical)    | 5                                     | 507       | 104            | 20.5                        | 45                                  | 58       | -             | 161                                |
| All other kinds of business 2/                              | 7                                     | 1,141     | 157            | 13.8                        | 46                                  | 77       | -             | 110                                |
| <u>AGENTS AND BROKERS</u>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 3                                     | 529       | 16             | 3.0                         | 4                                   | 9        | 1             | -                                  |
| Machinery, equipment and supplies<br>(except electrical)    | 5                                     | 87        | 13             | 14.9                        | 5                                   | 5        | -             | 1                                  |
| All other kinds of business 3/                              | 5                                     | 5,104     | 105            | 2.1                         | 24                                  | 65       | -             | 1                                  |
| <u>ALL OTHER TYPES</u>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 12                                    | 718       | 205            | 28.6                        | 73                                  | 120      | 3             | 70                                 |
| All other kinds of business 4/                              | 5                                     | 1,192     | 45             | 3.8                         | 17                                  | 18       | 1             | 5                                  |
| <u>FORT WAYNE</u>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 184                                   | 30,500    | 4,565          | 15.0                        | 1,690                               | 2,400    | 68            | 3,730                              |
| Wholesalers proper  | 138                                   | 18,227    | 3,101          | 17.0                        | 1,239                               | 1,680    | 63            | 2,925                              |
| Manufacturers' sales branches                               | 19                                    | 2,332     | 589            | 25.3                        | 209                                 | 308      | -             | 553                                |
| Agents and brokers  | 13                                    | 3,602     | 83             | 2.3                         | 32                                  | 43       | 3             | 7                                  |
| All other types   | 14                                    | 6,339     | 792            | 12.5                        | 210                                 | 369      | 2             | 245                                |
| <u>WHOLESALE PROPER</u>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 11                                    | 387       | 127            | 32.8                        | 50                                  | 67       | -             | 97                                 |
| Chemicals   | 5                                     | 57        | 19             | 33.3                        | 6                                   | 8        | 1             | 15                                 |
| Coal  | 5                                     | 403       | 111            | 27.5                        | 34                                  | 62       | 5             | 11                                 |
| Electrical goods  | 5                                     | 551       | 101            | 18.3                        | 31                                  | 44       | 7             | 159                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF INDIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <u>WHOLESALESAERS PROPER (continued)</u>                    |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 4                                     | \$1,096   | \$ 65          | 5.9                         | 23                                  | \$26     | \$ 1          | \$ 55                              |
| Farm products—consumer goods                                | 15                                    | 4,662     | 614            | 13.2                        | 204                                 | 295      | 22            | 107                                |
| Groceries and foods (except farm products)                  | 29                                    | 4,613     | 609            | 13.2                        | 292                                 | 375      | 5             | 565                                |
| Lumber and building materials<br>(other than metal)         | 7                                     | 229       | 54             | 23.6                        | 17                                  | 25       | 1             | 70                                 |
| Machinery, equipment and supplies<br>(except electrical)    | 11                                    | 433       | 117            | 27.0                        | 48                                  | 54       | 2             | 123                                |
| Metals (except scrap)                                       | 3                                     | 355       | 115            | 32.4                        | 65                                  | 62       | 1             | 233                                |
| Paper and its products                                      | 7                                     | 1,118     | 281            | 25.1                        | 90                                  | 172      | 3             | 285                                |
| Plumbing and heating, equipment and supplies                | 3                                     | 859       | 184            | 21.4                        | 71                                  | 96       | 2             | 466                                |
| Waste materials   | 12                                    | 491       | 91             | 18.5                        | 48                                  | 43       | 8             | 91                                 |
| All other kinds of business 5/                              | 21                                    | 2,973     | 613            | 20.6                        | 270                                 | 351      | 5             | 648                                |
| <u>MANUFACTURERS' SALES BRANCHES</u>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 3                                     | 115       | 35             | 30.4                        | 13                                  | 21       | -             | 23                                 |
| Groceries and foods (except farm products)                  | 5                                     | 371       | 70             | 18.9                        | 24                                  | 38       | -             | 10                                 |
| Machinery, equipment and supplies<br>(except electrical)    | 7                                     | 1,662     | 419            | 25.2                        | 150                                 | 213      | -             | 445                                |
| All other kinds of business 6/                              | 4                                     | 184       | 65             | 35.3                        | 22                                  | 36       | -             | 75                                 |
| <u>AGENTS AND BROKERS</u>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 4                                     | 753       | 12             | 1.6                         | 4                                   | 8        | -             | 1                                  |
| Machinery, equipment and supplies<br>(except electrical)    | 5                                     | 706       | 23             | 3.3                         | 7                                   | 11       | 1             | -                                  |
| All other kinds of business 7/                              | 4                                     | 2,143     | 48             | 2.2                         | 21                                  | 24       | 2             | 6                                  |
| <u>ALL OTHER TYPES</u>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 3                                     | 43        | 22             | 51.2                        | 8                                   | 6        | -             | 8                                  |
| Petroleum and its products                                  | 8                                     | 1,039     | 309            | 29.7                        | 77                                  | 121      | 2             | 116                                |
| All other kinds of business 8/                              | 3                                     | 5,257     | 461            | 8.8                         | 125                                 | 242      | -             | 121                                |
| <u>GARY</u>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 58                                    | 6,272     | 1,115          | 17.6                        | 369                                 | 568      | 16            | 486                                |
| Wholesaleers proper   | 45                                    | 3,476     | 734            | 21.1                        | 246                                 | 367      | 9             | 382                                |
| Manufacturers' sales branches                               | 9                                     | 1,845     | 246            | 13.3                        | 87                                  | 147      | 6             | 55                                 |
| All other types 9/  | 4                                     | 951       | 135            | 14.2                        | 26                                  | 54       | 1             | 51                                 |
| <u>WHOLESALESAERS PROPER</u>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 5                                     | 299       | 80             | 26.8                        | 40                                  | 48       | -             | 63                                 |
| Coal  | 5                                     | 181       | 46             | 25.4                        | 7                                   | 25       | 7             | 10                                 |
| Farm products—consumer goods                                | 9                                     | 1,101     | 338            | 30.7                        | 109                                 | 168      | -             | 19                                 |
| Groceries and foods (except farm products)                  | 13                                    | 1,005     | 85             | 8.5                         | 30                                  | 51       | 1             | 149                                |
| All other kinds of business 10/                             | 13                                    | 890       | 185            | 20.8                        | 60                                  | 75       | 1             | 141                                |
| <u>MANUFACTURERS' SALES BRANCHES</u>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 5                                     | 1,783     | 197            | 11.0                        | 71                                  | 112      | 6             | 31                                 |
| All other kinds of business 11/                             | 4                                     | 62        | 49             | 79.0                        | 16                                  | 35       | -             | 24                                 |



## WHOLESALE DISTRIBUTION: 1933

12-40-4  
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Table 2B.—STATE OF INDIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <u>INDIANAPOLIS</u>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 598                                   | \$188,515 | \$18,860       | 10.0                        | 6,417                               | \$9,696  | \$280         | \$14,970                           |
| Wholesalers proper  | 339                                   | 64,742    | 10,368         | 16.0                        | 3,898                               | 5,352    | 207           | 9,879                              |
| Manufacturers' sales branches                               | 134                                   | 34,375    | 4,830          | 14.1                        | 1,514                               | 2,652    | 23            | 3,594                              |
| Agents and brokers  | 92                                    | 59,213    | 1,157          | 2.0                         | 332                                 | 596      | 24            | 50                                 |
| All other types   | 33                                    | 30,185    | 2,505          | 8.3                         | 673                                 | 1,098    | 26            | 1,447                              |
| <u>WHOLESALE'S PROPER</u>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 8                                     | 541       | 180            | 33.3                        | 66                                  | 86       | 2             | 118                                |
| Automotive products   | 29                                    | 4,474     | 968            | 21.6                        | 411                                 | 584      | 3             | 810                                |
| Chemicals   | 8                                     | 724       | 229            | 31.6                        | 66                                  | 107      | 1             | 191                                |
| Clothing and furnishings                                    | 10                                    | 766       | 118            | 15.4                        | 72                                  | 51       | -             | 122                                |
| Coal  | 9                                     | 878       | 98             | 11.2                        | 27                                  | 46       | 9             | 5                                  |
| Drugs and drug sundries                                     | 7                                     | 4,134     | 329            | 8.0                         | 126                                 | 169      | 22            | 674                                |
| Dry goods   | 4                                     | 1,744     | 269            | 15.4                        | 143                                 | 160      | -             | 300                                |
| Electrical goods  | 17                                    | 3,167     | 777            | 24.5                        | 200                                 | 369      | 21            | 385                                |
| Farm products—raw materials                                 | 4                                     | 5,763     | 123            | 2.1                         | 43                                  | 70       | 2             | 341                                |
| Farm products—consumer goods                                | 43                                    | 7,597     | 1,162          | 15.3                        | 363                                 | 453      | 18            | 104                                |
| Farm supplies   | 5                                     | 701       | 79             | 11.3                        | 28                                  | 34       | 7             | 188                                |
| Furniture and house furnishings                             | 8                                     | 990       | 170            | 17.2                        | 64                                  | 83       | 11            | 350                                |
| Groceries and foods (except farm products)                  | 51                                    | 9,571     | 1,127          | 11.8                        | 398                                 | 558      | 18            | 1,309                              |
| Hardware  | 4                                     | 3,881     | 872            | 22.5                        | 431                                 | 581      | 3             | 1,531                              |
| Jewelry and optical goods                                   | 7                                     | 514       | 163            | 31.7                        | 72                                  | 93       | -             | 173                                |
| Lumber and building materials<br>(other than metal)         | 13                                    | 1,160     | 385            | 33.2                        | 130                                 | 191      | 4             | 443                                |
| Machinery, equipment and supplies<br>(except electrical)    | 37                                    | 2,379     | 776            | 32.6                        | 294                                 | 425      | 49            | 447                                |
| Metals (except scrap)                                       | 6                                     | 1,789     | 301            | 16.8                        | 123                                 | 149      | -             | 652                                |
| Paper and its products                                      | 19                                    | 3,563     | 791            | 22.2                        | 284                                 | 433      | 6             | 665                                |
| Petroleum and its products                                  | 4                                     | 368       | 107            | 29.1                        | 29                                  | 34       | 1             | 19                                 |
| Plumbing and heating equipment and supplies                 | 8                                     | 665       | 222            | 33.4                        | 74                                  | 115      | 16            | 235                                |
| Tobacco and its products (except leaf)                      | 5                                     | 4,833     | 427            | 8.8                         | 117                                 | 202      | -             | 416                                |
| Waste materials   | 10                                    | 996       | 158            | 15.9                        | 84                                  | 70       | 12            | 155                                |
| All other products  | 23                                    | 3,544     | 537            | 15.2                        | 253                                 | 289      | 2             | 246                                |
| <u>MANUFACTURERS' SALES BRANCHES</u>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 9                                     | 2,176     | 502            | 23.1                        | 175                                 | 281      | -             | 20                                 |
| Automotive products   | 9                                     | 3,735     | 528            | 14.1                        | 157                                 | 302      | 1             | 252                                |
| Chemicals   | 10                                    | 647       | 158            | 24.4                        | 27                                  | 56       | 1             | 64                                 |
| Drugs and drug sundries                                     | 5                                     | 469       | 65             | 13.9                        | 20                                  | 33       | -             | 39                                 |
| Electrical goods  | 6                                     | 3,555     | 261            | 7.3                         | 72                                  | 140      | -             | 63                                 |
| Furniture and house furnishings                             | 3                                     | 460       | 63             | 13.7                        | 16                                  | 40       | -             | 29                                 |
| Groceries and foods (except farm products)                  | 15                                    | 6,900     | 769            | 11.4                        | 233                                 | 462      | 2             | 179                                |
| Jewelry and optical goods                                   | 3                                     | 325       | 123            | 37.8                        | 29                                  | 58       | -             | 60                                 |
| Lumber and building materials<br>(other than metal)         | 6                                     | 1,497     | 260            | 17.4                        | 58                                  | 125      | 11            | 256                                |
| Machinery, equipment and supplies<br>(except electrical)    | 39                                    | 5,947     | 1,335          | 22.4                        | 495                                 | 740      | 7             | 2,440                              |
| Metals (except scrap)                                       | 6                                     | 2,529     | 258            | 10.2                        | 70                                  | 119      | 1             | 68                                 |
| Paper and its products                                      | 5                                     | 154       | 34             | 22.1                        | 11                                  | 20       | -             | 6                                  |
| Plumbing and heating equipment and supplies                 | 5                                     | 528       | 132            | 25.0                        | 58                                  | 64       | -             | 86                                 |
| Tobacco and its products (except leaf)                      | 3                                     | 2,724     | 79             | 2.9                         | 26                                  | 50       | -             | 10                                 |
| All other kinds of business 12/                             | 10                                    | 2,729     | 243            | 8.9                         | 67                                  | 142      | -             | 22                                 |

## WHOLESALE DISTRIBUTION: 1933

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 Census of  
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Table 2B.—STATE OF INDIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <u>AGENTS AND BROKERS</u>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Coal  | 5                                     | \$901     | \$66           | 7.3                         | 13                                  | \$30     | \$3           | \$ -                               |
| Farm products—raw materials                                 | 20                                    | 39,534    | 470            | 1.2                         | 139                                 | 271      | 8             | 1                                  |
| Farm products—consumer goods                                | 11                                    | 1,301     | 118            | 9.1                         | 58                                  | 63       | 5             | 23                                 |
| Furniture and house furnishings                             | 4                                     | 319       | 37             | 11.6                        | 6                                   | 17       | 3             | 10                                 |
| Groceries and foods (except farm products)                  | 20                                    | 14,859    | 235            | 1.6                         | 57                                  | 117      | 1             | -                                  |
| Lumber and building materials<br>(other than metal)         | 3                                     | 381       | 35             | 9.2                         | 6                                   | 10       | -             | 1                                  |
| Machinery, equipment and supplies<br>(except electrical)    | 10                                    | 135       | 36             | 26.7                        | 14                                  | 17       | 1             | -                                  |
| Plumbing and heating equipment and supplies                 | 4                                     | 106       | 35             | 33.0                        | 6                                   | 22       | 1             | -                                  |
| All other kinds of business 13/                             | 15                                    | 1,677     | 125            | 7.5                         | 33                                  | 49       | 2             | 15                                 |
| <u>ALL OTHER TYPES</u>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 6                                     | 23,179    | 1,280          | 5.5                         | 354                                 | 563      | 23            | 950                                |
| Petroleum and its products                                  | 23                                    | 3,462     | 1,038          | 30.0                        | 260                                 | 444      | 3             | 278                                |
| All other kinds of business 14/                             | 4                                     | 3,544     | 187            | 5.3                         | 59                                  | 91       | -             | 219                                |
| <u>SOUTH BEND</u>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 126                                   | 14,064    | 2,531          | 18.0                        | 872                                 | 1,179    | 41            | 1,808                              |
| Wholesalers proper  | 89                                    | 10,531    | 1,792          | 17.0                        | 570                                 | 769      | 38            | 1,531                              |
| Manufacturers' sales branches                               | 25                                    | 2,677     | 571            | 21.3                        | 235                                 | 315      | 3             | 223                                |
| Agents and brokers  | 6                                     | 283       | 43             | 15.2                        | 15                                  | 19       | -             | 5                                  |
| All other types 15/   | 6                                     | 573       | 125            | 21.8                        | 52                                  | 76       | -             | 49                                 |
| <u>WHOLESALESAERS PROPER</u>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 11                                    | 2,327     | 204            | 8.8                         | 89                                  | 97       | 1             | 155                                |
| Coal  | 5                                     | 299       | 58             | 19.4                        | 26                                  | 28       | 2             | 29                                 |
| Electrical goods  | 6                                     | 538       | 91             | 16.9                        | 46                                  | 50       | 1             | 169                                |
| Farm products—consumer goods                                | 13                                    | 1,732     | 470            | 27.1                        | 113                                 | 134      | 6             | 74                                 |
| Groceries and foods (except farm products)                  | 18                                    | 2,825     | 358            | 12.7                        | 122                                 | 185      | 6             | 379                                |
| Lumber and building materials<br>(other than metal)         | 4                                     | 460       | 78             | 17.0                        | 11                                  | 33       | 13            | 103                                |
| Machinery, equipment and supplies<br>(except electrical)    | 3                                     | 307       | 79             | 25.7                        | 30                                  | 37       | -             | 102                                |
| Paper and its products                                      | 3                                     | 252       | 84             | 33.3                        | 25                                  | 34       | 3             | 75                                 |
| Tobacco and its products (except leaf)                      | 4                                     | 352       | 11             | 3.1                         | 5                                   | 4        | -             | 24                                 |
| All other kinds of business 16/                             | 22                                    | 1,439     | 359            | 24.9                        | 123                                 | 167      | 6             | 421                                |
| <u>MANUFACTURERS' SALES BRANCHES</u>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 10                                    | 1,788     | 302            | 16.9                        | 120                                 | 175      | 1             | 27                                 |
| Machinery, equipment and supplies<br>(except electrical)    | 8                                     | 527       | 156            | 29.6                        | 75                                  | 85       | -             | 91                                 |
| Plumbing and heating equipment and supplies                 | 3                                     | 211       | 55             | 26.1                        | 20                                  | 25       | 1             | 79                                 |
| All other kinds of business 17/                             | 4                                     | 151       | 58             | 38.4                        | 20                                  | 30       | 1             | 26                                 |
| <u>AGENTS AND BROKERS</u>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 3                                     | 131       | 22             | 16.8                        | 4                                   | 7        | -             | 1                                  |
| All other kinds of business 18/                             | 3                                     | 152       | 21             | 13.8                        | 11                                  | 12       | -             | 4                                  |

## WHOLESALE DISTRIBUTION: 1933

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Census of  
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Table 2B.—STATE OF INDIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of<br>year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|---------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                       |
| CITIES OF 50,000 TO 100,000 POPULATION                      |                                       |           |                |                             |                                     |          |               |                                       |
| <u>EAST CHICAGO</u>   |                                       |           |                |                             |                                     |          |               |                                       |
|   | 24                                    | \$4,127   | \$670          | 16.2                        | 167                                 | \$296    | \$11          | \$228                                 |
| Wholesalers proper  | 17                                    | 2,944     | 503            | 17.1                        | 134                                 | 225      | 10            | 194                                   |
| All other types 19/   | 7                                     | 1,183     | 167            | 14.1                        | 33                                  | 71       | 1             | 34                                    |
| <u>WHOLESALESA PROPER</u>                                   |                                       |           |                |                             |                                     |          |               |                                       |
| Farm products-consumer goods                                | 4                                     | 50        | 23             | 46.0                        | 6                                   | 11       | 6             | -                                     |
| Groceries and foods (except farm products)                  | 4                                     | 148       | 21             | 14.2                        | 10                                  | 8        | -             | 6                                     |
| All other kinds of business 20/                             | 9                                     | 2,746     | 459            | 16.7                        | 118                                 | 206      | 4             | 188                                   |
| <u>ALL OTHER TYPES</u>                                      |                                       |           |                |                             |                                     |          |               |                                       |
| Petroleum and its products                                  | 3                                     | 534       | 99             | 18.5                        | 21                                  | 33       | -             | 20                                    |
| All other kinds of business 21/                             | 4                                     | 649       | 68             | 10.5                        | 12                                  | 38       | 1             | 14                                    |
| <u>HAMMOND</u>  |                                       |           |                |                             |                                     |          |               |                                       |
|   | 49                                    | 5,021     | 756            | 15.1                        | 276                                 | 385      | 16            | 657                                   |
| Wholesalers proper  | 38                                    | 3,832     | 587            | 15.3                        | 230                                 | 301      | 15            | 601                                   |
| Manufacturers' sales branches 22/                           | 4                                     | 65        | 12             | 18.5                        | 4                                   | 6        | 1             | 3                                     |
| All other types 23/   | 7                                     | 1,124     | 157            | 14.0                        | 42                                  | 78       | -             | 53                                    |
| <u>WHOLESALESA PROPER</u>                                   |                                       |           |                |                             |                                     |          |               |                                       |
| Automotive products   | 3                                     | 63        | 28             | 44.4                        | 11                                  | 15       | 1             | 22                                    |
| Chemicals   | 3                                     | 147       | 35             | 23.8                        | 17                                  | 18       | -             | 28                                    |
| Farm products-consumer goods                                | 6                                     | 360       | 48             | 13.3                        | 16                                  | 18       | 1             | 4                                     |
| Farm supplies   | 3                                     | 953       | 123            | 12.9                        | 40                                  | 64       | -             | 107                                   |
| Groceries and foods (except farm products)                  | 6                                     | 1,008     | 120            | 11.9                        | 52                                  | 68       | -             | 44                                    |
| All other kinds of business 24/                             | 17                                    | 1,301     | 233            | 17.9                        | 94                                  | 128      | 13            | 396                                   |
| <u>MERRI HAVUE</u>  |                                       |           |                |                             |                                     |          |               |                                       |
|   | 120                                   | 18,242    | 2,843          | 15.6                        | 1,028                               | 1,251    | 24            | 2,285                                 |
| Wholesalers proper  | 80                                    | 13,507    | 2,119          | 15.7                        | 800                                 | 896      | 19            | 1,984                                 |
| Manufacturers' sales branches                               | 14                                    | 2,654     | 355            | 13.4                        | 108                                 | 182      | -             | 190                                   |
| Agents and brokers  | 8                                     | 939       | 34             | 3.6                         | 19                                  | 15       | -             | 10                                    |
| All other types   | 18                                    | 1,142     | 335            | 29.3                        | 101                                 | 158      | 5             | 101                                   |
| <u>WHOLESALESA PROPER</u>                                   |                                       |           |                |                             |                                     |          |               |                                       |
| Automotive products   | 6                                     | 325       | 90             | 27.7                        | 44                                  | 51       | 1             | 81                                    |
| Electrical goods  | 3                                     | 282       | 66             | 23.4                        | 21                                  | 37       | 2             | 51                                    |
| Farm products-consumer goods                                | 13                                    | 1,152     | 301            | 26.1                        | 109                                 | 188      | 3             | 16                                    |
| Groceries and foods (except farm products)                  | 12                                    | 1,147     | 183            | 16.0                        | 95                                  | 87       | 3             | 110                                   |
| Machinery, equipment and supplies<br>(except electrical)    | 11                                    | 766       | 225            | 29.4                        | 60                                  | 98       | 4             | 241                                   |
| Tobacco and its products (except leaf)                      | 4                                     | 1,345     | 70             | 5.2                         | 29                                  | 35       | 1             | 71                                    |
| Waste materials   | 6                                     | 94        | 21             | 22.3                        | 13                                  | 8        | 2             | 11                                    |
| All other kinds of business 25/                             | 25                                    | 8,396     | 1,163          | 13.9                        | 429                                 | 422      | 3             | 1,403                                 |
| <u>MANUFACTURERS' SALES BRANCHES</u>                        |                                       |           |                |                             |                                     |          |               |                                       |
| Groceries and foods (except farm products)                  | 5                                     | 286       | 64             | 22.4                        | 25                                  | 37       | -             | 8                                     |
| Machinery, equipment and supplies<br>(except electrical)    | 3                                     | 481       | 104            | 21.6                        | 41                                  | 58       | -             | 151                                   |
| All other kinds of business 26/                             | 6                                     | 1,887     | 187            | 9.9                         | 42                                  | 87       | -             | 31                                    |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF INDIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <u>AGENTS AND BROKERS</u>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 5                                     | \$ 402    | \$ 29          | 7.2                         | 18                                  | \$ 14    | \$ -          | \$ 10                              |
| All other kinds of business 27/                             | 3                                     | 537       | 5              | 0.9                         | 1                                   | 1        | -             | -                                  |
| <u>ALL OTHER TYPES</u>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 14                                    | 1,020     | 285            | 27.9                        | 88                                  | 140      | 2             | 94                                 |
| All other kinds of business 28/                             | 4                                     | 122       | 50             | 41.0                        | 13                                  | 18       | 3             | 7                                  |
| CITIES OF 20,000 TO 50,000 POPULATION                       |                                       |           |                |                             |                                     |          |               |                                    |
| <u>ANDERSON</u>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 46                                    | 3,165     | 514            | 16.2                        | 215                                 | 288      | 5             | 377                                |
| Wholesalers proper  | 29                                    | 2,320     | 355            | 15.3                        | 164                                 | 205      | 3             | 303                                |
| All other types   | 17                                    | 845       | 159            | 18.8                        | 51                                  | 83       | 2             | 74                                 |
| Farm products-consumer goods                                | 6                                     | 491       | 96             | 19.6                        | 51                                  | 64       | 1             | 14                                 |
| Groceries and foods (except farm products)                  | 6                                     | 873       | 98             | 11.2                        | 38                                  | 63       | 1             | 145                                |
| Petroleum and its products                                  | 12                                    | 566       | 145            | 25.6                        | 47                                  | 75       | -             | 73                                 |
| All other kinds of business                                 | 22                                    | 1,235     | 175            | 14.2                        | 79                                  | 86       | 3             | 144                                |
| <u>ELKHART</u>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 36                                    | 2,634     | 558            | 21.2                        | 166                                 | 229      | 5             | 368                                |
| Wholesalers proper  | 28                                    | 2,207     | 474            | 21.5                        | 140                                 | 188      | 5             | 238                                |
| All other types   | 8                                     | 427       | 84             | 19.7                        | 26                                  | 41       | -             | 130                                |
| Farm products-consumer goods                                | 4                                     | 93        | 38             | 40.9                        | 15                                  | 19       | -             | 50                                 |
| Groceries and foods (except farm products)                  | 4                                     | 656       | 67             | 10.1                        | 29                                  | 37       | 1             | 119                                |
| Petroleum and its products                                  | 6                                     | 332       | 77             | 23.2                        | 19                                  | 34       | -             | 94                                 |
| All other kinds of business                                 | 22                                    | 1,543     | 376            | 24.4                        | 103                                 | 139      | 4             | 165                                |
| <u>ECOMO</u>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 46                                    | 2,680     | 375            | 14.0                        | 173                                 | 195      | 5             | 281                                |
| Wholesalers proper  | 33                                    | 2,263     | 286            | 12.6                        | 146                                 | 144      | 2             | 237                                |
| All other types   | 13                                    | 417       | 89             | 21.3                        | 27                                  | 51       | 3             | 44                                 |
| Farm products-consumer goods                                | 9                                     | 220       | 41             | 18.6                        | 15                                  | 16       | 1             | 1                                  |
| Groceries and foods (except farm products)                  | 14                                    | 1,097     | 135            | 12.3                        | 81                                  | 72       | 1             | 116                                |
| Petroleum and its products                                  | 6                                     | 244       | 62             | 25.4                        | 17                                  | 37       | 2             | 39                                 |
| All other kinds of business                                 | 17                                    | 1,119     | 137            | 12.2                        | 60                                  | 70       | 1             | 125                                |
| <u>LAFAYETTE</u>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 64                                    | 7,389     | 920            | 12.5                        | 338                                 | 418      | 13            | 403                                |
| Wholesalers proper  | 44                                    | 3,307     | 671            | 20.3                        | 253                                 | 300      | 12            | 323                                |
| All other types   | 20                                    | 4,082     | 249            | 6.1                         | 85                                  | 118      | 1             | 80                                 |
| Farm products-raw materials                                 | 5                                     | 2,924     | 70             | 2.4                         | 30                                  | 40       | -             | 1                                  |
| Farm products-consumer goods                                | 9                                     | 1,565     | 316            | 20.2                        | 90                                  | 114      | 5             | 28                                 |
| Groceries and foods (except farm products)                  | 21                                    | 1,601     | 250            | 15.6                        | 101                                 | 109      | 5             | 159                                |
| Petroleum and its products                                  | 8                                     | 351       | 88             | 25.1                        | 26                                  | 50       | 1             | 48                                 |
| All other kinds of business                                 | 21                                    | 948       | 196            | 20.7                        | 91                                  | 105      | 2             | 167                                |

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Table 2B.—STATE OF INDIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>MARION</b>   | 31                                    | \$1,568   | \$324          | 20.7                        | 109                                 | \$152    | \$17          | \$198                              |
| Wholesalers proper  | 18                                    | 980       | 179            | 18.3                        | 65                                  | 68       | 17            | 114                                |
| All other types   | 13                                    | 588       | 145            | 24.7                        | 44                                  | 64       | -             | 84                                 |
| Farm products—consumer goods                                | 4                                     | 70        | 13             | 18.6                        | 7                                   | 5        | -             | -                                  |
| Groceries and foods (except farm products)                  | 4                                     | 540       | 94             | 17.4                        | 36                                  | 40       | 1             | 69                                 |
| Petroleum and its products                                  | 11                                    | 465       | 106            | 22.8                        | 27                                  | 50       | 1             | 54                                 |
| All other kinds of business                                 | 12                                    | 493       | 111            | 22.5                        | 39                                  | 57       | 15            | 76                                 |
| <b>MICHIGAN CITY</b>  | 22                                    | 1,225     | 236            | 19.3                        | 87                                  | 117      | 10            | 127                                |
| Wholesalers proper  | 13                                    | 917       | 178            | 19.4                        | 71                                  | 92       | 9             | 86                                 |
| All other types   | 9                                     | 308       | 58             | 18.8                        | 16                                  | 25       | 1             | 41                                 |
| Farm products—consumer goods                                | 5                                     | 214       | 60             | 28.0                        | 26                                  | 38       | -             | 2                                  |
| Groceries and foods (except farm products)                  | 7                                     | 560       | 84             | 15.0                        | 26                                  | 37       | 6             | 67                                 |
| Petroleum and its products                                  | 5                                     | 251       | 52             | 20.7                        | 13                                  | 22       | 1             | 37                                 |
| All other kinds of business                                 | 5                                     | 200       | 40             | 20.0                        | 22                                  | 20       | 3             | 21                                 |
| <b>MISHAWAKA</b>  | 15                                    | 966       | 194            | 20.0                        | 61                                  | 88       | -             | 76                                 |
| Wholesalers proper  | 8                                     | 274       | 18             | 6.6                         | 9                                   | 9        | -             | 17                                 |
| All other types   | 7                                     | 694       | 176            | 25.4                        | 52                                  | 79       | -             | 56                                 |
| Farm products—consumer goods                                | 3                                     | 30        | 2              | 6.7                         | 1                                   | 1        | -             | 1                                  |
| Petroleum and its products                                  | 8                                     | 815       | 182            | 22.3                        | 57                                  | 83       | -             | 61                                 |
| All other kinds of business                                 | 4                                     | 123       | 10             | 8.1                         | 3                                   | 4        | -             | 13                                 |
| <b>MUNCIE</b>   | 62                                    | 5,270     | 652            | 12.4                        | 260                                 | 336      | 9             | 526                                |
| Wholesalers proper  | 31                                    | 2,388     | 353            | 14.8                        | 156                                 | 179      | 6             | 425                                |
| All other types   | 31                                    | 2,882     | 299            | 10.4                        | 104                                 | 157      | 3             | 101                                |
| Farm products—raw materials                                 | 6                                     | 1,698     | 34             | 2.0                         | 19                                  | 21       | 1             | 27                                 |
| Farm products—consumer goods                                | 5                                     | 305       | 60             | 19.7                        | 33                                  | 36       | 1             | 11                                 |
| Groceries and foods (except farm products)                  | 10                                    | 1,265     | 135            | 10.7                        | 64                                  | 74       | 2             | 211                                |
| Petroleum and its products                                  | 11                                    | 502       | 138            | 27.5                        | 42                                  | 77       | -             | 62                                 |
| All other kinds of business                                 | 30                                    | 1,500     | 285            | 19.0                        | 102                                 | 128      | 5             | 215                                |
| <b>NEW ALBANY</b>   | 46                                    | 1,811     | 318            | 17.6                        | 141                                 | 165      | 14            | 203                                |
| Wholesalers proper  | 37                                    | 1,356     | 238            | 17.6                        | 107                                 | 128      | 14            | 168                                |
| All other types   | 8                                     | 455       | 80             | 17.6                        | 34                                  | 37       | -             | 35                                 |
| Farm products—consumer goods                                | 11                                    | 192       | 25             | 13.0                        | 15                                  | 13       | 2             | 3                                  |
| Groceries and foods (except farm products)                  | 13                                    | 669       | 71             | 10.6                        | 36                                  | 31       | 2             | 47                                 |
| Petroleum and its products                                  | 5                                     | 287       | 69             | 24.0                        | 29                                  | 29       | -             | 35                                 |
| All other kinds of business                                 | 18                                    | 663       | 153            | 23.1                        | 61                                  | 92       | 10            | 120                                |
| <b>RICHMOND</b>   | 40                                    | 2,781     | 516            | 18.6                        | 186                                 | 262      | 6             | 685                                |
| Wholesalers proper  | 28                                    | 1,902     | 366            | 20.3                        | 140                                 | 186      | 6             | 609                                |
| All other types   | 12                                    | 879       | 130            | 14.8                        | 46                                  | 76       | -             | 76                                 |
| Farm products—consumer goods                                | 5                                     | 149       | 23             | 15.4                        | 14                                  | 12       | 1             | 1                                  |
| Groceries and foods (except farm products)                  | 5                                     | 394       | 33             | 8.4                         | 13                                  | 16       | -             | 26                                 |
| Petroleum and its products                                  | 7                                     | 414       | 84             | 20.3                        | 26                                  | 53       | -             | 52                                 |
| All other kinds of business                                 | 23                                    | 1,824     | 376            | 20.6                        | 133                                 | 181      | 5             | 608                                |

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Table 2 B.—STATE OF INDIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>establish-<br>ments | Net sales       | TOTAL EXPENSES    |                             | Full-time<br>employees<br>(average) | PAY ROLL       |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|-----------------|-------------------|-----------------------------|-------------------------------------|----------------|---------------|------------------------------------|
|   |                                  |                 | Amount            | Per-<br>cent<br>of<br>sales |                                     | Total          | Part-<br>time |                                    |
| CITIES OF   |                                  | 5,000 TO        | 20,000 POPULATION |                             |                                     |                |               |                                    |
| <b>Total</b>  | <b>750</b>                       | <b>\$39,523</b> | <b>\$6,059</b>    | <b>15.3</b>                 | <b>2,438</b>                        | <b>\$3,089</b> | <b>\$139</b>  | <b>\$4,541</b>                     |
| AUBURN  | 10                               | 253             | 48                | 19.0                        | 16                                  | 29             | 2             | 17                                 |
| BEDFORD   | 24                               | 1,282           | 213               | 16.6                        | 85                                  | 102            | 4             | 158                                |
| BICENELL  | 8                                | 566             | 50                | 13.7                        | 20                                  | 25             | 2             | 42                                 |
| BLOOMINGTON   | 23                               | 1,299           | 329               | 25.3                        | 125                                 | 176            | 5             | 145                                |
| BLUFFTON  | 17                               | 791             | 167               | 21.1                        | 131                                 | 68             | 3             | 95                                 |
| BRAZIL  | 16                               | 466             | 96                | 20.5                        | 25                                  | 44             | 3             | 43                                 |
| CLIFTON   | 10                               | 681             | 48                | 10.0                        | 22                                  | 23             | 1             | 28                                 |
| COLUMBUS  | 19                               | 680             | 136               | 20.0                        | 42                                  | 63             | 2             | 75                                 |
| CORYDON   | 22                               | 869             | 145               | 16.7                        | 55                                  | 70             | 5             | 77                                 |
| CRAWFORDSVILLE  | 22                               | 2,038           | 302               | 14.8                        | 151                                 | 193            | 2             | 100                                |
| DECATUR   | 15                               | 1,499           | 176               | 11.7                        | 78                                  | 89             | 3             | 241                                |
| ELWOOD  | 15                               | 503             | 96                | 19.1                        | 41                                  | 48             | 5             | 54                                 |
| FRANKFORT   | 24                               | 1,874           | 173               | 9.2                         | 76                                  | 94             | 2             | 161                                |
| FRANKLIN  | 8                                | 250             | 51                | 20.4                        | 10                                  | 17             | 1             | 9                                  |
| GOSHEN  | 20                               | 1,121           | 148               | 13.2                        | 51                                  | 78             | 2             | 360                                |
| GREENSBURG  | 15                               | 1,305           | 120               | 9.2                         | 55                                  | 59             | 6             | 78                                 |
| HARTFORD CITY   | 10                               | 445             | 83                | 18.7                        | 55                                  | 46             | -             | 75                                 |
| HOBART  | 4                                | 92              | 23                | 25.0                        | 4                                   | 10             | 1             | 4                                  |
| HUNTINGTON  | 19                               | 1,059           | 186               | 17.6                        | 69                                  | 100            | 2             | 133                                |
| JEFFERSONVILLE  | 13                               | 828             | 116               | 14.0                        | 32                                  | 43             | -             | 35                                 |
| KENDALLVILLE  | 15                               | 514             | 90                | 17.3                        | 29                                  | 53             | 3             | 46                                 |
| LA PORTE  | 31                               | 1,340           | 272               | 20.3                        | 104                                 | 152            | 12            | 202                                |
| LEBANON   | 17                               | 596             | 120               | 20.1                        | 48                                  | 65             | 4             | 65                                 |
| LITTON  | 12                               | 392             | 80                | 20.4                        | 37                                  | 31             | 1             | 41                                 |
| LOGANSPORT  | 46                               | 2,583           | 457               | 17.7                        | 183                                 | 218            | 9             | 353                                |
| MADISON   | 33                               | 1,761           | 273               | 15.5                        | 164                                 | 151            | 6             | 324                                |
| MOUNT VERNON  | 5                                | 101             | 25                | 24.8                        | 6                                   | 11             | 1             | 10                                 |
| NEW CASTLE  | 19                               | 749             | 14                | 1.9                         | 47                                  | 67             | 4             | 114                                |
| PEKE  | 25                               | 1,016           | 153               | 15.1                        | 54                                  | 72             | 5             | 145                                |
| PLYMOUTH  | 10                               | 572             | 68                | 11.9                        | 25                                  | 35             | 1             | 43                                 |
| PORTLAND  | 20                               | 1,156           | 157               | 13.5                        | 73                                  | 80             | 4             | 181                                |
| PRINCETON   | 18                               | 490             | 85                | 17.3                        | 32                                  | 45             | 1             | 65                                 |
| RUSHVILLE   | 17                               | 1,032           | 179               | 17.3                        | 59                                  | 73             | 2             | 61                                 |
| SEYMOUR   | 16                               | 437             | 97                | 22.2                        | 39                                  | 56             | 1             | 40                                 |
| SHELBYVILLE   | 20                               | 1,085           | 147               | 13.5                        | 50                                  | 60             | 3             | 120                                |
| SULLIVAN  | 12                               | 464             | 155               | 33.4                        | 19                                  | 39             | 4             | 54                                 |
| VALPARISO   | 23                               | 1,345           | 176               | 13.1                        | 68                                  | 92             | 5             | 71                                 |
| VINCENNES   | 27                               | 3,307           | 416               | 12.6                        | 175                                 | 200            | 9             | 429                                |
| WABASH  | 29                               | 840             | 113               | 13.5                        | 39                                  | 56             | 4             | 99                                 |
| WARSAW  | 19                               | 806             | 136               | 16.9                        | 41                                  | 59             | 4             | 61                                 |
| WASHINGTON  | 15                               | 477             | 89                | 18.7                        | 30                                  | 48             | 1             | 63                                 |
| WEST LAFAYETTE  | 2                                | 97              | 4                 | 4.1                         | 1                                   | 2              | 1             | -                                  |
| WHITING   | 5                                | 850             | 47                | 5.5                         | 23                                  | 25             | 3             | 65                                 |

1/ Includes 1 establishment dealing in amusement and sporting goods; 2 in clothing and furnishings; 2 in coal; 1 in drugs and drug sundries; 2 in electrical goods; 1 in general merchandise; 1 in metals (except scrap); 2 in plumbing and heating equipment and supplies; and 7 in all other products.

2/ Includes 2 establishments dealing in chemicals; 1 in coal; 1 in jewelry and optical goods; 2 in plumbing and heating equipment and supplies; and 1 in tobacco and its products (except leaf).

3/ Includes 1 establishment dealing in chemicals; 1 in electrical goods; 1 in farm products—raw materials; 1 in furniture and home furnishings; and 1 in groceries and foods (except farm products).

4/ Includes 1 establishment dealing in farm products—raw materials; and 4 in farm products—consumer goods.



## WHOLESALE DISTRIBUTION: 1933

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Table 3.—STATE OF INDIANA RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales  | TOTAL EXPENSES  |                  | RECEIPTS FROM—       |                                  |                          |             |                          |                |
|---|--------------------------|------------------|-----------------|------------------|----------------------|----------------------------------|--------------------------|-------------|--------------------------|----------------|
|   |                          |                  | Amount          | Percent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental             |             | Other sources            |                |
|   |                          |                  |                 |                  |                      |                                  | Number of establishments | Amount      | Number of establishments | Amount         |
| <b>Total for State</b>                                | <b>4,240</b>             | <b>\$425,743</b> | <b>\$53,609</b> | <b>12.6</b>      | <b>\$421,879</b>     | <b>1,031</b>                     | <b>15</b>                | <b>\$21</b> | <b>53</b>                | <b>\$2,812</b> |
| Amusement and sporting goods                          | 32                       | 3,499            | 761             | 21.7             | 1,140                | 1                                | -                        | -           | 11                       | 1/2,358        |
| Automotive products                                   | 164                      | 15,597           | 2,891           | 18.5             | 15,198               | 376                              | 2                        | -           | 2                        | 11             |
| Chemicals   | 53                       | 4,717            | 1,107           | 23.5             | 4,717                | -                                | -                        | -           | -                        | -              |
| Clothing and furnishings                              | 20                       | 2,807            | 249             | 8.9              | 2,807                | -                                | -                        | -           | -                        | -              |
| Coal  | 53                       | 5,100            | 749             | 14.7             | 5,095                | 4                                | 1                        | 1           | -                        | -              |
| Drugs and drug sundries                               | 22                       | 8,771            | 1,015           | 11.6             | 8,630                | -                                | -                        | -           | 1                        | 121            |
| Electrical goods                                      | 57                       | 8,857            | 1,440           | 16.3             | 8,614                | 241                              | -                        | -           | 1                        | 2              |
| Farm products - raw materials                         | 472                      | 81,903           | 2,990           | 3.7              | 81,848               | 54                               | -                        | -           | 1                        | 1              |
| Farm products - consumer goods                        | 1,027                    | 42,016           | 6,551           | 15.6             | 42,016               | -                                | -                        | -           | -                        | -              |
| Farm supplies   | 83                       | 7,481            | 838             | 11.2             | 7,440                | 4                                | 1                        | 2           | 1                        | 35             |
| Furniture and house furnishings                       | 33                       | 2,813            | 519             | 18.5             | 2,809                | -                                | -                        | -           | 1                        | 4              |
| Groceries and foods (except farm products)            | 444                      | 100,877          | 8,608           | 8.5              | 100,790              | -                                | 2                        | 3           | 8                        | 84             |
| Jewelry and optical goods                             | 16                       | 996              | 347             | 34.9             | 988                  | -                                | -                        | -           | 1                        | 7              |
| Lumber and building materials (other than metal)      | 76                       | 5,869            | 1,363           | 23.2             | 5,867                | -                                | -                        | -           | 1                        | 2              |
| Machinery, equipment and supplies (except electrical) | 196                      | 16,079           | 3,892           | 24.2             | 15,640               | 233                              | 1                        | 2           | 5                        | 2/ 184         |
| Metals (except scrap)                                 | 25                       | 6,142            | 841             | 13.7             | 6,142                | -                                | -                        | -           | -                        | -              |
| Paper and its products                                | 32                       | 6,339            | 1,420           | 22.4             | 6,335                | 4                                | -                        | -           | -                        | -              |
| Petroleum and its products                            | 962                      | 43,919           | 9,286           | 21.1             | 43,869               | 46                               | 3                        | 5           | -                        | -              |
| Plumbing and heating equipment and supplies           | 40                       | 11,850           | 2,018           | 17.0             | 11,837               | 12                               | 1                        | 1           | -                        | -              |
| Tobacco and its products (except leaf)                | 55                       | 17,960           | 1,017           | 5.7              | 17,937               | -                                | 1                        | 1           | 1                        | 2              |
| Waste materials                                       | 118                      | 3,610            | 819             | 22.7             | 3,592                | 23                               | 1                        | 2           | -                        | -              |
| All other kinds of business                           | 234                      | 23,532           | 4,368           | 17.0             | 23,539               | 10                               | 2                        | 2           | 1                        | 1              |

1/ Includes 11 exchanges dealing in motion picture films with income from film rentals of \$2,358,000.

2/ Includes 2 establishments dealing in machinery, equipment and supplies with receipts from machine rentals amounting to \$164,000.



## WHOLESALE DISTRIBUTION: 1933

12-2-4

Census of  
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Business

Table 4.—STATE OF INDIANA CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals)

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS   | ALL ESTABLISHMENTS |              | ESTABLISHMENTS REPORTING CREDIT SALES |   |              |   |              |                             |                   |                             |  |
|---|--------------------|--------------|---------------------------------------|---|--------------|---|--------------|-----------------------------|-------------------|-----------------------------|--|
|   | Num-<br>ber        | Net<br>sales | Num-<br>ber                           | Per-<br>cent<br>of<br>total<br>for<br>kind<br>of<br>busi-<br>ness | Net<br>sales | Per-<br>cent<br>of<br>total<br>for<br>kind<br>of<br>busi-<br>ness | Credit sales |                             | Total<br>Expenses |                             |  |
|   |                    |              |                                       |   |              |   | Amount       | Per-<br>cent<br>of<br>sales | Amount            | Per-<br>cent<br>of<br>sales |  |
|   |                    |              |                                       |   |              |   |              |                             |                   |                             | Estab-<br>lish-<br>ments<br>re-<br>port-<br>ing<br>credit<br>sales |
| Total for State                             | 4,240              | \$425,743    | 2,580                                 | 60.8  | \$276,631    | 65.0  | \$184,116    | 66.6                        | 435.2             | \$43,256                    | 16.5   |
| WHOLESALESAERS PROPER                       |                    |              |                                       |   |              |   |              |                             |                   |                             |  |
| Total                                       | 1,758              | 191,462      | 1,187                                 | 67.5  | 159,893      | 83.5  | 109,476      | 68.5                        | 57.2              | 25,360                      | 16.5   |
| Amusement and sporting goods                | 22                 | 802          | 16                                    | 72.7  | 767          | 95.6  | 586          | 76.4                        | 73.1              | 242                         | 31.6   |
| Automotive products                         | 142                | 11,550       | 116                                   | 81.7  | 9,708        | 85.5  | 5,186        | 53.4                        | 45.7              | 1,973                       | 20.3   |
| Chemicals                                   | 34                 | 3,159        | 31                                    | 91.2  | 3,149        | 99.7  | 2,924        | 92.9                        | 92.6              | 815                         | 26.0   |
| Clothing and furnishings                    | 18                 | 855          | 15                                    | 81.3  | 839          | 96.0  | 776          | 92.6                        | 90.8              | 139                         | 16.6   |
| Coal  | 43                 | 2,401        | 32                                    | 74.4  | 2,257        | 94.0  | 1,355        | 63.9                        | 64.6              | 447                         | 19.8   |
| Drugs and drug sundries                     | 19                 | 7,152        | 14                                    | 73.7  | 4,227        | 89.1  | 3,714        | 87.9                        | 51.9              | 736                         | 17.4   |
| Dry goods                                   | 12                 | 2,771        | 10                                    | 85.3  | 2,725        | 98.3  | 2,611        | 95.8                        | 94.2              | 464                         | 17.0   |
| Electrical goods                            | 45                 | 5,210        | 41                                    | 91.1  | 5,161        | 99.1  | 3,470        | 67.2                        | 66.6              | 1,151                       | 22.3   |
| Farm products - raw materials               | 48                 | 9,798        | 26                                    | 54.2  | 5,155        | 63.3  | 1,758        | 28.6                        | 18.1              | 341                         | 5.5  |
| Farm products - consumer goods              | 307                | 27,834       | 166                                   | 54.1  | 17,940       | 64.5  | 11,403       | 63.6                        | 41.0              | 3,501                       | 19.8   |
| Farm supplies                               | 63                 | 4,875        | 49                                    | 72.1  | 3,391        | 87.2  | 2,188        | 63.4                        | 47.8              | 532                         | 13.3   |
| Furniture and house furnishings             | 23                 | 1,972        | 14                                    | 60.9  | 1,770        | 89.8  | 1,535        | 86.7                        | 77.8              | 357                         | 20.2   |
| General merchandise                         | 4                  | 7,242        | 4                                     | 100.0   | 7,242        | 100.0   | 1,599        | 22.1                        | 22.1              | 835                         | 11.5   |
| Groceries and foods                         | 340                | 41,922       | 215                                   | 63.2  | 34,890       | 83.2  | 24,696       | 70.6                        | 58.9              | 4,022                       | 11.5   |
| Hardware                                    | 25                 | 7,332        | 22                                    | 81.0  | 7,563        | 99.1  | 6,768        | 89.6                        | 88.7              | 1,650                       | 21.9   |
| Jewelry and optical goods                   | 9                  | 538          | 8                                     | 89.3  | 483          | 89.8  | 452          | 93.0                        | 84.0              | 171                         | 35.4   |
| Lumber and building materials               | 64                 | 3,806        | 57                                    | 89.1  | 3,532        | 92.8  | 3,111        | 89.2                        | 81.7              | 988                         | 29.0   |
| Machinery, equipment and supplies           | 94                 | 5,021        | 77                                    | 81.9  | 4,830        | 96.2  | 3,707        | 76.7                        | 73.8              | 1,414                       | 29.3   |
| Metals (except scrap)                       | 13                 | 2,722        | 12                                    | 92.3  | 2,574        | 94.4  | 2,579        | 97.5                        | 94.7              | 523                         | 19.7   |
| Paper and its products                      | 46                 | 6,008        | 40                                    | 87.0  | 5,911        | 98.4  | 5,051        | 85.1                        | 84.7              | 1,355                       | 22.9   |
| Petroleum and its products                  | 31                 | 2,022        | 25                                    | 80.6  | 1,825        | 90.3  | 869          | 47.6                        | 43.0              | 400                         | 21.9   |
| Plumbing and heating equipment and supplies | 19                 | 10,335       | 15                                    | 78.9  | 10,326       | 99.9  | 8,662        | 83.9                        | 83.8              | 1,633                       | 15.8   |
| Tobacco and its products                    | 50                 | 14,218       | 39                                    | 78.0  | 12,863       | 90.9  | 9,161        | 71.1                        | 64.4              | 860                         | 6.7  |
| Waste materials                             | 118                | 3,610        | 42                                    | 35.6  | 2,379        | 65.9  | 2,000        | 84.1                        | 55.4              | 537                         | 22.6   |
| All other products                          | 166                | 8,567        | 108                                   | 62.0  | 6,680        | 78.0  | 3,075        | 46.0                        | 35.9              | 1,264                       | 18.9   |
| ALL OTHER TYPES                             |                    |              |                                       |   |              |   |              |                             |                   |                             |  |
| Total                                       | 2,482              | 234,281      | 1,393                                 | 56.1  | 116,738      | 49.8  | 74,640       | 63.9                        | 31.9              | 16,896                      | 14.5   |
| Amusement and sporting goods                | 10                 | 2,697        | 5                                     | 50.0  | 1,227        | 45.5  | 764          | 60.6                        | 27.6              | 260                         | 21.2   |
| Automotive products                         | 22                 | 4,237        | 20                                    | 90.3  | 4,229        | 99.8  | 3,891        | 92.0                        | 91.8              | 646                         | 15.3   |
| Chemicals                                   | 19                 | 1,858        | 18                                    | 94.7  | 1,432        | 91.9  | 1,319        | 92.1                        | 84.7              | 285                         | 19.9   |
| Clothing and furnishings                    | 4                  | 1,952        | 4                                     | 100.0   | 1,952        | 100.0   | 1,952        | 100.0                       | 100.0             | 106                         | 5.5  |
| Coal  | 10                 | 2,699        | 9                                     | 90.0  | 2,470        | 91.5  | 2,443        | 98.9                        | 90.5              | 219                         | 8.9  |
| Drugs and drug sundries                     | 9                  | 1,619        | 4                                     | 44.4  | 835          | 51.6  | 456          | 52.2                        | 25.9              | 98                          | 11.7   |
| Dry Goods                                   | 1                  | (X)          | 1                                     | (X)   | (X)          | (X)   | (X)          | (X)                         | (X)               | (X)                         | (X)  |
| Electrical goods                            | 12                 | (X)          | 10                                    | (X)   | (X)          | (X)   | (X)          | (X)                         | (X)               | (X)                         | (X)  |
| Farm products - raw materials               | 424                | 72,165       | 188                                   | 44.3  | 13,760       | 19.1  | 1,906        | 13.9                        | 2.6               | 1,037                       | 7.5  |
| Farm products - consumer goods              | 720                | 14,182       | 597                                   | 7.9   | 3,470        | 24.5  | 1,342        | 38.7                        | 9.5               | 392                         | 11.3   |
| Farm supplies                               | 15                 | (X)          | 11                                    | (X)   | (X)          | (X)   | (X)          | (X)                         | (X)               | (X)                         | (X)  |
| Furniture and house furnishings             | 10                 | (X) 841      | 7                                     | 70.0  | (X) 765      | 91.0  | (X) 754      | 98.6                        | 89.7              | (X) 94                      | 12.5   |
| General merchandise                         | 1                  | (X)          | 1                                     | (X)   | (X)          | (X)   | (X)          | (X)                         | (X)               | (X)                         | (X)  |
| Groceries and foods                         | 104                | 58,955       | 74                                    | 71.2  | 28,360       | 48.0  | 22,978       | 90.5                        | 39.0              | 1,834                       | 7.2  |
| Hardware                                    | 2                  | (X)          | 2                                     | (X)   | (X)          | (X)   | (X)          | (X)                         | (X)               | (X)                         | (X)  |
| Jewelry and optical goods                   | 7                  | 4,057        | 7                                     | 100.0   | 4,457        | 100.0   | 453          | 99.1                        | 99.1              | 173                         | 37.9   |
| Lumber and building materials               | 12                 | 2,063        | 10                                    | 83.3  | 1,847        | 89.6  | 1,841        | 99.6                        | 89.2              | 312                         | 16.9   |
| Machinery, equipment and supplies           | 102                | 11,058       | 83                                    | 81.4  | 8,914        | 80.6  | 8,610        | 96.6                        | 77.9              | 2,115                       | 23.7   |
| Metals (except scrap)                       | 12                 | (X)          | 9                                     | (X)   | (X)          | (X)   | (X)          | (X)                         | (X)               | (X)                         | (X)  |
| Paper and its products                      | 6                  | (X)          | 4                                     | (X)   | (X)          | (X)   | (X)          | (X)                         | (X)               | (X)                         | (X)  |
| Petroleum and its products                  | 951                | 41,897       | 836                                   | 89.8  | 37,701       | 90.0  | 15,794       | 41.9                        | 37.7              | 8,002                       | 21.2   |
| Plumbing & heating equip't & supplies       | 21                 | 1,515        | 20                                    | 95.2  | 1,479        | 97.6  | 1,432        | 96.8                        | 94.5              | 376                         | 25.4   |
| Tobacco and its products                    | 5                  | (X)          | 2                                     | (X)   | (X)          | (X)   | (X)          | (X)                         | (X)               | (X)                         | (X)  |
| All other products                          | 23                 | 1,809        | 11                                    | 47.8  | 960          | 53.1  | 385          | 92.2                        | 48.9              | 150                         | 15.5   |

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## WHOLESALE DISTRIBUTION: 1933

Table 5.—STATE OF INDIANA — DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals)

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS   | ALL ESTABLISHMENTS |           |                | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |                                       |           |                                       |                |                  |                               |                                     |                           |                                  |
|---|--------------------|-----------|----------------|--|---------------------------------------|-----------|---------------------------------------|----------------|------------------|-------------------------------|-------------------------------------|---------------------------|----------------------------------|
|   | Number             | Net sales | Total expenses | Number of establishments                       | Percent of total for kind of business | Net sales | Percent of total for kind of business | Total expenses |                  | Sales to retailers for resale | Sales to home consumers (at retail) | Sales to industrial users | Sales to wholesale organizations |
|   |                    |           |                |  |                                       |           |                                       | Amount         | Percent of sales |                               |                                     |                           |                                  |
| Total for State                             | 4,240              | \$425,745 | \$53,609       | 3,348  | 79.0                                  | \$360,490 | 84.7                                  | \$44,737       | 12.4             | \$231,384                     | \$12,608                            | \$84,359                  | \$32,139                         |
| WHOLESALESAERS PROPER                       |                    |           |                |  |                                       |           |                                       |                |                  |                               |                                     |                           |                                  |
| Total                                       | 1,758              | 191,462   | 30,482         | 1,661  | 94.5                                  | 183,732   | 96.0                                  | 29,392         | 16.0             | 144,612                       | 9,237                               | 25,554                    | 5,349                            |
| Amusement and sporting goods                | 22                 | 802       | 251            | 20   | 90.9                                  | 701       | 87.4                                  | 284            | 32.0             | 515                           | 109                                 | 77                        | -                                |
| Automotive products                         | 142                | 11,350    | 2,243          | 142  | 100.0                                 | 11,350    | 100.0                                 | 2,243          | 19.8             | 9,107                         | 1,425                               | 510                       | 314                              |
| Chemicals                                   | 34                 | 3,159     | 619            | 33   | 97.1                                  | 3,140     | 99.4                                  | 818            | 26.1             | 694                           | 200                                 | 2,443                     | 3                                |
| Clothing and furnishings                    | 16                 | 855       | 143            | 16   | 100.0                                 | 855       | 100.0                                 | 143            | 16.7             | 844                           | 11                                  | -                         | -                                |
| Coal  | 43                 | 2,401     | 493            | 29   | 67.4                                  | 1,494     | 62.2                                  | 316            | 21.2             | 494                           | 293                                 | 619                       | 98                               |
| Drugs and drug sundries                     | 19                 | 7,152     | 875            | 19   | 100.0                                 | 7,152     | 100.0                                 | 875            | 12.2             | 6,925                         | 115                                 | 309                       | -                                |
| Dry goods                                   | 12                 | 2,771     | 477            | 11   | 91.7                                  | 2,746     | 99.1                                  | 475            | 17.5             | 2,594                         | 52                                  | 100                       | -                                |
| Electrical goods                            | 45                 | 5,210     | 1,159          | 44   | 97.8                                  | 4,750     | 91.2                                  | 1,085          | 22.8             | 2,990                         | 336                                 | 1,293                     | 131                              |
| Farm products—raw materials                 | 48                 | 9,738     | 535            | 39   | 81.3                                  | 6,847     | 70.3                                  | 586            | 5.6              | 1,286                         | 698                                 | 4,624                     | 259                              |
| Farm products—consumer goods                | 307                | 27,834    | 5,075          | 290  | 94.5                                  | 26,364    | 94.7                                  | 4,886          | 18.5             | 21,927                        | 1,358                               | 1,655                     | 1,224                            |
| Farm supplies                               | 608                | 4,575     | 604            | 56   | 82.4                                  | 4,146     | 90.6                                  | 542            | 13.1             | 3,473                         | 351                                 | 241                       | 81                               |
| Furniture and house furnishings             | 23                 | 1,972     | 410            | 23   | 100.0                                 | 1,972     | 100.0                                 | 410            | 20.8             | 1,911                         | 41                                  | 16                        | 4                                |
| General merchandise                         | 4                  | 7,242     | 835            | 4  | 100.0                                 | 7,242     | 100.0                                 | 835            | 11.5             | 7,204                         | 2                                   | 36                        | -                                |
| Groceries and foods                         | 340                | 41,922    | 4,881          | 332  | 97.6                                  | 41,813    | 99.7                                  | 4,876          | 11.7             | 39,476                        | 994                                 | 835                       | 520                              |
| Hardware                                    | 25                 | 7,532     | 1,678          | 24   | 96.0                                  | 7,559     | 99.0                                  | 1,654          | 21.9             | 5,836                         | 418                                 | 1,878                     | 27                               |
| Jewelry and optical goods                   | 9                  | 538       | 174            | 9  | 100.0                                 | 538       | 100.0                                 | 174            | 32.3             | 6                             | 477                                 | 6                         | 55                               |
| Lumber and building materials               | 64                 | 3,806     | 1,047          | 49   | 76.6                                  | 3,082     | 81.0                                  | 849            | 27.5             | 2,166                         | 207                                 | 696                       | 25                               |
| Machinery, equipment and supplies           | 94                 | 5,021     | 1,512          | 89   | 94.7                                  | 4,966     | 98.9                                  | 1,460          | 29.8             | 1,698                         | 174                                 | 2,994                     | 100                              |
| Metals (except scrap)                       | 13                 | 2,722     | 835            | 9  | 69.2                                  | 2,524     | 92.7                                  | 481            | 19.1             | 941                           | 14                                  | 1,581                     | 18                               |
| Paper and its products                      | 46                 | 6,008     | 1,361          | 46   | 100.0                                 | 6,008     | 100.0                                 | 1,361          | 23.0             | 3,280                         | 124                                 | 2,460                     | 144                              |
| Petroleum and its products                  | 31                 | 2,022     | 433            | 29   | 93.5                                  | 1,685     | 93.2                                  | 403            | 21.4             | 1,297                         | 317                                 | 41                        | 830                              |
| Plumbing and heating equipment and supplies | 19                 | 10,335    | 1,636          | 18   | 94.7                                  | 10,333    | 99.9                                  | 1,634          | 15.8             | 9,554                         | 44                                  | 691                       | 44                               |
| Tobacco and its products (except leaf)      | 50                 | 14,218    | 902            | 50   | 100.0                                 | 14,218    | 100.0                                 | 902            | 6.3              | 12,998                        | 573                                 | 1                         | 646                              |
| Waste materials                             | 118                | 3,610     | 819            | 115  | 97.5                                  | 3,507     | 99.9                                  | 818            | 22.7             | 474                           | 78                                  | 2,834                     | 219                              |
| All other products                          | 166                | 8,567     | 1,565          | 165  | 99.4                                  | 8,438     | 98.5                                  | 1,502          | 17.6             | 6,657                         | 319                                 | 185                       | 1,277                            |
| ALL OTHER TYPES                             |                    |           |                |  |                                       |           |                                       |                |                  |                               |                                     |                           |                                  |
| TOTAL                                       | 2,482              | 234,281   | 23,127         | 1,687  | 68.0                                  | 176,758   | 75.4                                  | 15,345         | 8.7              | 86,772                        | 4,371                               | 88,625                    | 26,790                           |
| Amusement and sporting goods                | 10                 | 2,697     | 510            | 4  | 40.0                                  | 721       | 26.7                                  | 166            | 23.0             | 499                           | -                                   | 210                       | 12                               |
| Automotive products                         | 22                 | 4,237     | 648            | 17   | 77.3                                  | 3,096     | 73.1                                  | 526            | 17.0             | 2,005                         | 134                                 | 866                       | 91                               |
| Chemicals                                   | 19                 | 1,558     | 288            | 19   | 100.0                                 | 1,558     | 100.0                                 | 288            | 18.5             | 878                           | 61                                  | 613                       | 6                                |
| Clothing and furnishings                    | 4                  | 1,952     | 106            | 4  | 100.0                                 | 1,952     | 100.0                                 | 106            | 5.4              | 1,952                         | -                                   | -                         | -                                |
| Coal  | 10                 | 2,699     | 255            | 9  | 90.0                                  | 2,470     | 91.5                                  | 219            | 8.9              | 532                           | 35                                  | 1,840                     | 63                               |
| Drugs and drug sundries                     | 9                  | 1,619     | 140            | 9  | 100.0                                 | 1,619     | 100.0                                 | 140            | 8.6              | 1,544                         | 42                                  | 83                        | 10                               |
| Dry goods                                   | 1                  | (X)       | (X)            | (X)  | (X)                                   | (X)       | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Electrical goods                            | 12                 | (X)       | (X)            | (X)  | (X)                                   | (X)       | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Farm products—raw materials                 | 424                | 72,165    | 2,455          | 315  | 74.3                                  | 49,614    | 68.8                                  | 1,640          | 3.3              | 4,052                         | 1,823                               | 37,948                    | 5,791                            |
| Farm products—consumer goods                | 720                | 14,182    | 1,476          | 577  | 94.0                                  | 13,020    | 91.8                                  | 1,416          | 10.9             | 6,174                         | 282                                 | 3,561                     | 3,503                            |
| Farm supplies                               | 15                 | (X)       | (X)            | (X)  | (X)                                   | (X)       | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Furniture and house furnishings             | 10                 | 841       | 109            | 9  | 90.0                                  | 726       | 86.3                                  | 91             | 12.5             | 723                           | 3                                   | -                         | -                                |
| General merchandise                         | 1                  | (X)       | (X)            | (X)  | (X)                                   | (X)       | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Groceries and foods                         | 104                | 58,955    | 3,727          | 98   | 94.2                                  | 57,873    | 98.2                                  | 3,671          | 6.3              | 44,192                        | 44                                  | 937                       | 12,700                           |
| Hardware                                    | 2                  | (X)       | (X)            | (X)  | (X)                                   | (X)       | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Jewelry and optical goods                   | 7                  | 457       | 173            | 6  | 85.7                                  | 448       | 98.0                                  | 172            | 38.4             | 216                           | -                                   | 6                         | 226                              |
| Lumber & building materials                 | 12                 | 2,063     | 336            | 11   | 91.7                                  | 1,859     | 90.1                                  | 312            | 16.8             | 1,184                         | 7                                   | 568                       | -                                |
| Machinery, equipment & supplies             | 102                | 11,058    | 2,380          | 87   | 85.3                                  | 8,669     | 78.6                                  | 1,956          | 22.5             | 3,272                         | 834                                 | 4,129                     | 454                              |
| Metals (except scrap)                       | 12                 | (X)       | (X)            | (X)  | (X)                                   | (X)       | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Paper and its products                      | 6                  | (X)       | (X)            | (X)  | (X)                                   | (X)       | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Petroleum and its products                  | 931                | (X)       | (X)            | (X)  | (X)                                   | (X)       | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Plumbing and heating equipment and supplies | 21                 | 1,515     | 382            | 18   | 85.7                                  | 1,411     | 93.1                                  | 338            | 24.0             | 628                           | 32                                  | 750                       | 1                                |
| Tobacco and its products (except leaf)      | 5                  | (X)       | (X)            | (X)  | (X)                                   | (X)       | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| All other products                          | 23                 | 1,809     | 277            | 22   | 95.7                                  | 1,337     | 73.9                                  | 250            | 18.7             | 762                           | 7                                   | 567                       | 1                                |

Table 5.—STATES OF INDIANA  
MONTHLY EMPLOYMENT, BY KIND OF BUSINESS  
For States and Cities of 500,000 Population and Over

| State and City<br>Kind of Business                               | NUMBER AND PROPORTION<br>OF MEN AND WOMEN<br>EMPLOYED    |                           |                             | Employ-<br>ment | Average<br>number<br>of em-<br>ployees                               | NUMBER OF EMPLOYEES—By Months |                             |              |               |        |        |        |        |        |        |                     |              |                    |                    |
|--|--|---------------------------|-----------------------------|-----------------|--|-------------------------------|-----------------------------|--------------|---------------|--------|--------|--------|--------|--------|--------|---------------------|--------------|--------------------|--------------------|
|  | Pre-<br>pro-<br>portions<br>from<br>non-<br>mem-<br>bers | Men                       |                             |                 |  | Women                         |                             | Jan-<br>uary | Feb-<br>ruary | March  | April  | May    | June   | July   | August | Sep-<br>tem-<br>ber | Oct-<br>ober | No-<br>vem-<br>ber | De-<br>cem-<br>ber |
|  |  | Esti-<br>mated<br>average | Per-<br>cent<br>of<br>total |                 |  | Esti-<br>mated<br>average     | Per-<br>cent<br>of<br>total |              |               |        |        |        |        |        |        |                     |              |                    |                    |
| Total  | 2,321  | 18,374                    | 2,664                       | 13.9            | Full-time<br>ratio to<br>average<br>Part-time<br>ratio to<br>average | 19,041                        | 17,860                      | 17,993       | 17,987        | 18,410 | 18,490 | 18,016 | 19,370 | 18,592 | 19,683 | 19,693              | 19,837       | 19,315             |                    |
| Amusement and sporting goods.....                                | 16   | 164                       | 122                         | 62.9            | Full-time<br>Part-time   | 273                           | 279                         | 267          | 268           | 272    | 272    | 270    | 275    | 274    | 272    | 278                 | 276          | 290                | 260                |
| Automotive products.....   | 96   | 1,043                     | 1,152                       | 112.4           | Full-time<br>Part-time   | 1,132                         | 1,059                       | 1,074        | 1,097         | 1,108  | 1,141  | 1,12   | 1,10   | 1,12   | 1,15   | 1,18                | 1,15         | 1,16               | 1,15               |
| Chemicals.....   | 23   | 250                       | 269                         | 112.8           | Full-time<br>Part-time   | 277                           | 259                         | 250          | 251           | 253    | 275    | 271    | 262    | 258    | 259    | 272                 | 265          | 290                | 250                |
| Clothing and furnishings.....                                    | 13   | 68                        | 38                          | 38.2            | Full-time<br>Part-time   | 116                           | 117                         | 118          | 118           | 109    | 108    | 98     | 150    | 121    | 136    | 146                 | 147          | 14                 | 14                 |
| Coal.....  | 46   | 244                       | 38                          | 12.5            | Full-time<br>Part-time   | 214                           | 222                         | 222          | 217           | 200    | 208    | 200    | 201    | 206    | 216    | 224                 | 224          | 224                | 224                |
| Drugs and drug sundries.....                                     | 11   | 384                       | 94                          | 22.4            | Full-time<br>Part-time   | 55                            | 68                          | 71           | 64            | 56     | 54     | 55     | 55     | 55     | 55     | 68                  | 78           | 79                 | 60                 |
| Dry goods.....   | 13   | 197                       | 46                          | 18.9            | Full-time<br>Part-time   | 225                           | 224                         | 208          | 208           | 205    | 204    | 217    | 218    | 218    | 215    | 217                 | 216          | 177                | 170                |
| Electrical goods.....  | 50   | 395                       | 73                          | 15.7            | Full-time<br>Part-time   | 471                           | 493                         | 491          | 468           | 468    | 461    | 460    | 461    | 461    | 461    | 461                 | 461          | 461                | 461                |
| Food products—raw materials.....                                 | 278  | 1,330                     | 119                         | 8.2             | Full-time<br>Part-time   | 1,225                         | 1,151                       | 1,213        | 1,235         | 1,248  | 1,235  | 1,235  | 1,236  | 1,232  | 1,237  | 1,270               | 1,281        | 1,321              | 1,321              |
| Food products—consumer goods.....                                | 662  | 3,066                     | 319                         | 10.5            | Full-time<br>Part-time   | 2,666                         | 2,199                       | 2,168        | 2,100         | 1,644  | 1,35   | 145    | 250    | 204    | 177    | 170                 | 180          | 177                | 170                |
| Farm products.....   | 65   | 331                       | 319                         | 101.8           | Full-time<br>Part-time   | 499                           | 327                         | 327          | 315           | 323    | 325    | 324    | 319    | 324    | 324    | 324                 | 324          | 324                | 324                |
| Furniture and house furnishings.....                             | 29   | 227                       | 44                          | 16.4            | Full-time<br>Part-time   | 52                            | 41                          | 47           | 54            | 48     | 46     | 45     | 45     | 45     | 45     | 45                  | 45           | 45                 | 45                 |
| General merchandise.....   | 2  | 254                       | 65                          | 20.5            | Full-time<br>Part-time   | 50                            | 29                          | 29           | 29            | 29     | 29     | 29     | 29     | 29     | 29     | 29                  | 29           | 29                 | 29                 |
| Groceries and feeds<br>(except farm products).....               | 381  | 2,995                     | 479                         | 13.6            | Full-time<br>Part-time   | 3,189                         | 2,698                       | 2,702        | 2,618         | 2,618  | 2,618  | 2,618  | 2,618  | 2,618  | 2,618  | 2,618               | 2,618        | 2,618              | 2,618              |
| Hardware.....  | 14   | 650                       | 133                         | 17.0            | Full-time<br>Part-time   | 263                           | 254                         | 254          | 253           | 253    | 254    | 254    | 254    | 254    | 254    | 254                 | 254          | 254                | 254                |
| Jewelry and optical goods.....                                   | 3  | 164                       | 20                          | 11.0            | Full-time<br>Part-time   | 16                            | 13                          | 13           | 13            | 13     | 13     | 13     | 13     | 13     | 13     | 13                  | 13           | 13                 | 13                 |
| Lumber and building materials<br>(other than metal).....         | 61   | 480                       | 423                         | 42.3            | Full-time<br>Part-time   | 483                           | 428                         | 423          | 419           | 448    | 468    | 468    | 468    | 468    | 468    | 468                 | 468          | 468                | 468                |
| Machinery, electrical and metal<br>equipment (except steel)..... | 91   | 1,233                     | 309                         | 14.5            | Full-time<br>Part-time   | 1,445                         | 1,461                       | 1,461        | 1,461         | 1,461  | 1,461  | 1,461  | 1,461  | 1,461  | 1,461  | 1,461               | 1,461        | 1,461              | 1,461              |
| Paper and its products.....                                      | 2  | 425                       | 136                         | 24.4            | Full-time<br>Part-time   | 40                            | 30                          | 30           | 30            | 30     | 30     | 30     | 30     | 30     | 30     | 30                  | 30           | 30                 | 30                 |
| Petroleum and its products.....                                  | 108  | 2,468                     | 2,469                       | 259.7           | Full-time<br>Part-time   | 2,469                         | 2,469                       | 2,469        | 2,469         | 2,469  | 2,469  | 2,469  | 2,469  | 2,469  | 2,469  | 2,469               | 2,469        | 2,469              | 2,469              |
| Plumbing and heating equipment<br>supplies.....                  | 18   | 556                       | 70                          | 11.4            | Full-time<br>Part-time   | 443                           | 438                         | 438          | 438           | 438    | 438    | 438    | 438    | 438    | 438    | 438                 | 438          | 438                | 438                |
| Tobacco and its products<br>(except leaf).....                   | 13   | 358                       | 56                          | 15.6            | Full-time<br>Part-time   | 56                            | 54                          | 54           | 54            | 54     | 54     | 54     | 54     | 54     | 54     | 54                  | 54           | 54                 | 54                 |
| Waste materials.....   | 137  | 490                       | 442                         | 40.5            | Full-time<br>Part-time   | 442                           | 405                         | 405          | 405           | 405    | 405    | 405    | 405    | 405    | 405    | 405                 | 405          | 405                | 405                |
| All other products.....  | 114  | 609                       | 108                         | 11.5            | Full-time<br>Part-time   | 509                           | 296                         | 296          | 296           | 296    | 296    | 296    | 296    | 296    | 296    | 296                 | 296          | 296                | 296                |

Table 7.—STATES OF INDIANA WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS  
 WHOLESALE DISTRIBUTION: 1933

For State Only

[An (X) in column indicates that information must be given in order to avoid disclosing data for individual establishments, but each data are included in State totals; a leader indicates no information or an amount less than \$500]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS             | TOTAL                                   |  |                   |                             |                                     |                   |                      |                      |                        |                        |                      |      |     |       |      |       |       |      |    |       |      |      |       |      |      |      |      |
|---|---|--|-------------------|-----------------------------|-------------------------------------|-------------------|----------------------|----------------------|------------------------|------------------------|----------------------|------|-----|-------|------|-------|-------|------|----|-------|------|------|-------|------|------|------|------|
|   | Number of establishments (except farms) | Full-time pay-employees (except farms) | Total ex-man-ages | Num-ber of estab-lish-ments | Num-ber of employees (except farms) | Total ex-man-ages | \$10,000 to \$49,999 | \$50,000 to \$99,999 | \$100,000 to \$499,999 | \$500,000 to \$999,999 | \$1,000,000 and over |      |     |       |      |       |       |      |    |       |      |      |       |      |      |      |      |
| <b>WHOLESALE MERCHANTS</b>                            |   |  |                   |                             |                                     |                   |                      |                      |                        |                        |                      |      |     |       |      |       |       |      |    |       |      |      |       |      |      |      |      |
| Amusement and sporting goods                          | 1,450                                   | 11,502                                 | 15.9              | 390                         | 290                                 | 35.4              | 694                  | 1,972                | 24.7                   | 21.4                   | 1,395                | 22.1 | 184 | 2,102 | 19.6 | 1,497 | 2,637 | 15.7 | 49 | 1,464 | 12.2 | 22   | 1,675 | 10.8 |      |      |      |
| Automotive products                                   | 51                                      | 685                                    | 50.9              | 2                           | 29                                  | 4                 | 59.4                 | 24                   | 240                    | 4.0                    | 6.9                  | 67.6 | 5   | 60    | 31.1 | 4     | 40    | 21.0 | 1  | 2     | 135  | 20.4 |       | 65   | 5.0  |      |      |
| Chemicals   | 159                                     | 949                                    | 19.6              | 28                          | 47                                  | 59.7              | 15                   | 40                   | 29.9                   | 31                     | 27                   | 26.2 | 11  | 54    | 22.4 | 4     | 37    | 24.2 |    |       |      |      |       | 77   | 23.2 |      |      |
| Coal  | 34                                      | 217                                    | 52.9              | 10                          | 12                                  | 29.7              | 10                   | 59                   | 4.9                    | 1                      | 27                   | 45.2 | 4   | 27    | 42.4 | 4     | 23    | 31.0 |    |       |      |      |       | 1    | 68   | 2.4  |      |
| Drinking and furnishing                               | 3                                       | 18                                     | 3.7               | 7                           | 7                                   | 29.0              | 1                    | 48                   | 52.9                   | 7                      | 52                   | 57.6 | 4   | 42    | 19.7 | 1     | 52    | 31.5 |    |       |      |      |       |      |      |      |      |
| Drugs and drug sundries                               | 16                                      | 332                                    | 11.9              | 5                           | 3                                   | 56.4              | 14                   | 14                   | 45.3                   | 3                      | 5                    | 15.6 | 2   | 4     | 13.8 | 4     | 4     | 11.8 |    |       |      |      |       | 1    | 65   | 2.4  |      |
| Dry goods   | 12                                      | 222                                    | 27.2              | 3                           | 2                                   | 26.3              | 4                    | 25                   | 17.8                   | 4                      | 25                   | 18.6 | 5   |       |      |       |       |      |    |       |      |      |       | 1    | 118  | 15.0 |      |
| Farm products—except materials                        | 46                                      | 220                                    | 5.5               | 5                           | 5                                   | 54.9              | 32                   | 35                   | 34.7                   | 5                      | 15                   | 10.9 | 9   | 131   | 15.3 | 3     | 29    | 9.4  |    |       |      |      |       | 2    | 28   | 4.6  |      |
| Farm products—consumer goods                          | 301                                     | 1,621                                  | 18.5              | 77                          | 35                                  | 19.6              | 117                  | 254                  | 22.3                   | 59                     | 156                  | 22.7 | 31  | 355   | 29.3 | 35    | 718   | 60.5 | 7  | 135   | 11.4 | 1    | 89    | 15.4 |      |      |      |
| Farm products—farm machinery                          | 68                                      | 257                                    | 13.2              | 14                          | 8                                   | 17.8              | 36                   | 72                   | 15.4                   | 7                      | 41                   | 13.9 | 7   | 45    | 13.3 | 2     | 53    | 12.1 |    |       |      |      |       |      |      |      |      |
| Farm products—miscellaneous                           | 54                                      | 316                                    | 11.6              | 2                           | 1                                   | 38.9              | 1                    | 5                    | 8.1                    | 1                      | 2                    | 10.9 | 1   | 1     | 1.6  | 1     | 1     | 25.3 |    |       |      |      |       |      |      |      |      |
| Farm products—tools                                   | 836                                     | 1,809                                  | 11.5              | 31                          | 67                                  | 58.3              | 105                  | 315                  | 19.2                   | 59                     | 177                  | 17.3 | 24  | 314   | 14.5 | 43    | 605   | 31.5 | 13 | 263   | 8.0  | 5    | 244   | 13.1 |      |      |      |
| Farm products—tractors                                | 29                                      | 78                                     | 32.5              | 1                           | 1                                   | 28.9              | 4                    | 5                    | 30.8                   | 2                      | 7                    | 12.7 | 5   | 30    | 26.3 | 5     | 19    | 22.5 |    |       |      |      |       |      | 417  | 23.4 |      |
| Farm products—tractors and trucks                     | 83                                      | 378                                    | 27.7              | 12                          | 5                                   | 46.5              | 32                   | 130                  | 69.8                   | 7                      | 71                   | 53.7 | 8   | 103   | 54.9 | 4     | 71    | 42.9 |    |       |      |      |       |      |      |      |      |
| Farm products—tractors and trucks (except electrical) | 92                                      | 500                                    | 20.1              | 28                          | 26                                  | 44.2              | 47                   | 211                  | 41.6                   | 8                      | 27                   | 23.8 | 8   | 68    | 37.8 | 8     | 58    | 27.4 | 1  | 63    | 20.9 |      |       |      |      |      |      |
| Farm products—tractors and trucks (except electrical) | 45                                      | 426                                    | 23.0              | 8                           | 5                                   | 34.9              | 12                   | 44                   | 26.3                   | 7                      | 17                   | 14.6 | 4   | 17    | 18.4 | 4     | 30    | 24.9 |    |       |      |      |       |      |      |      |      |
| Farm products—tractors and trucks (except electrical) | 28                                      | 146                                    | 21.8              | 1                           | 1                                   | 65.6              | 10                   | 20                   | 19.9                   | 11                     | 82                   | 28.0 | 6   | 45    | 15.6 |       |       |      |    |       |      |      |       |      |      |      |      |
| Farm products—tractors and trucks (except electrical) | 16                                      | 823                                    | 14.0              | 6                           | 4                                   | 35.5              | 5                    | 15                   | 98.7                   | 4                      | 6                    | 4.4  | 1   | 13    | 69.4 | 1     | 55    | 24.5 |    |       |      |      |       |      |      |      |      |
| Farm products—tractors and trucks (except electrical) | 40                                      | 325                                    | 14.4              | 2                           | 1                                   | 40.0              | 9                    | 25                   | 11.5                   | 7                      | 17                   | 15.0 | 10  | 25    | 6.9  | 12    | 68    | 4.9  |    |       |      |      |       |      |      |      |      |
| Farm products—tractors and trucks (except electrical) | 118                                     | 443                                    | 22.7              | 50                          | 31                                  | 36.8              | 63                   | 173                  | 24.7                   | 11                     | 159                  | 20.2 | 3   | 85    | 17.2 | 3     | 88    | 12.1 |    |       |      |      |       |      |      |      |      |
| Farm products—tractors and trucks (except electrical) | 138                                     | 650                                    | 18.0              | 21                          | 13                                  | 38.6              | 100                  | 239                  | 20.9                   | 16                     | 69                   | 15.6 | 14  | 177   | 22.4 | 6     | 113   | 16.4 |    |       |      |      |       |      |      |      |      |
| Farm products—tractors and trucks (except electrical) | 298                                     | 5,112                                  | 36.0              | 21                          | 33                                  | 46.2              | 71                   | 224                  | 27.5                   | 37                     | 350                  | 28.7 | 56  | 412   | 22.4 | 22    | 473   | 20.0 | 18 | 468   | 18.8 | 3    | 145   | 11.9 |      |      |      |
| <b>MANUFACTURERS' SALES BRANCHES</b>                  |   |  |                   |                             |                                     |                   |                      |                      |                        |                        |                      |      |     |       |      |       |       |      |    |       |      |      |       |      |      |      |      |
| <b>WITH STOCKS</b>                                    |   |  |                   |                             |                                     |                   |                      |                      |                        |                        |                      |      |     |       |      |       |       |      |    |       |      |      |       |      |      |      |      |
| Amusement and sporting goods                          | 5                                       | 73                                     | 17.0              | 1                           | 1                                   | 28.0              | 1                    | 2                    | 2.7                    | 1                      | 3                    | 12.7 | 3   | 59    | 33.9 | 3     | 44    | 16.0 |    |       |      |      |       |      |      |      |      |
| Automotive products                                   | 15                                      | 177                                    | 14.9              | 1                           | 1                                   | 56.9              | 4                    | 10                   | 22.1                   | 4                      | 15                   | 25.4 | 1   | 13    | 54.4 | 1     | 3     | 16.9 |    |       |      |      |       |      |      |      |      |
| Chemicals   | 13                                      | 10                                     | 24.2              | 2                           | 4                                   | 50.0              | 6                    | 12                   | 41.0                   | 1                      | 12                   | 42.2 | 1   | 1     | 4.2  | 2     | 3     | 7.2  |    |       |      |      |       |      |      |      |      |
| Drinking and furnishing                               | 4                                       | 45                                     | 13.0              | 1                           | 2                                   | 50.0              | 3                    | 7                    | 55.1                   | 7                      | 8                    | 2.2  | 1   | 1     | 1.1  | 1     | 1     | 11.1 |    |       |      |      |       |      |      |      |      |
| Farm products—consumer goods                          | 5                                       | 21                                     | 15.4              | 1                           | 1                                   | 25.0              | 3                    | 7                    | 25.0                   | 3                      | 7                    | 25.0 | 3   | 7     | 25.0 | 3     | 7     | 25.0 |    |       |      |      |       |      |      |      |      |
| Farm products—consumer goods (except farm machinery)  | 66                                      | 559                                    | 13.3              | 9                           | 4                                   | 46.5              | 24                   | 45                   | 17.8                   | 8                      | 55                   | 24.8 | 15  | 171   | 21.1 | 4     | 65    | 11.7 | 5  | 68    | 9.1  | 1    | 97    | 11.7 |      |      |      |
| Farm products—consumer goods (except farm machinery)  | 9                                       | 83                                     | 27.9              | 1                           | 1                                   | 11.1              | 4                    | 24                   | 27.9                   | 1                      | 2                    | 14.1 | 6   | 2     | 1.6  | 2     | 2     | 37.4 |    |       |      |      |       |      |      |      |      |
| Farm products—consumer goods (except farm machinery)  | 5                                       | 53                                     | 18.0              | —                           | —                                   | —                 | —                    | —                    | —                      | 2                      | 9                    | 24.5 | —   | —     | —    | 2     | 9     | 24.5 |    |       |      |      |       |      |      |      |      |
| Farm products—consumer goods (except farm machinery)  | 56                                      | 847                                    | 26.0              | 4                           | 8                                   | 37.5              | 23                   | 108                  | 32.7                   | 9                      | 133                  | 36.1 | 9   | 130   | 37.0 | 6     | 209   | 26.4 | 5  | 240   | 15.0 | —    | —     | —    | —    | —    |      |
| Farm products—consumer goods (except farm machinery)  | 3                                       | 55                                     | 17.4              | —                           | —                                   | —                 | —                    | —                    | —                      | 1                      | 1                    | 1.4  | —   | 1     | 83.9 | —     | —     | —    |    |       |      |      |       |      | 1    | 49   | 15.1 |
| Farm products—consumer goods (except farm machinery)  | 14                                      | 117                                    | 24.7              | 2                           | 2                                   | 41.2              | 3                    | 5                    | 5.0                    | 5                      | 34                   | 25.5 | 4   | 28    | 16.5 | 4     | 48    | 31.0 |    |       |      |      |       |      |      |      |      |
| Farm products—consumer goods (except farm machinery)  | 12                                      | 73                                     | 13.0              | —                           | —                                   | —                 | —                    | —                    | —                      | 3                      | 6                    | 11.0 | 5   | 3     | 17.0 | —     | —     | —    |    |       |      |      |       |      |      |      |      |

## WHOLESALE DISTRIBUTION: 1933

12-20-34  
Census of  
American  
Business

Table 1.—STATE OF ILLINOIS SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |               | NET SALES          |                    | TOTAL EXPENSES   |             | Full-time employees (average) | PAY ROLL         |                  |            | Stocks on hand (end of year) |                  |
|---|--------------------------|---------------|--------------------|--------------------|------------------|-------------|-------------------------------|------------------|------------------|------------|------------------------------|------------------|
|   | 1933                     | 1929          | 1933               | 1929               | Amount           |             |                               | Percent of sales | Total            |            |                              |                  |
|   |                          |               |                    |                    | 1933             | 1929        |                               |                  | Amount           | Part-time  |                              |                  |
| <b>THE STATE</b>                        | <b>11,924</b>            | <b>11,587</b> | <b>\$2,616,346</b> | <b>\$6,961,067</b> | <b>\$322,441</b> | <b>11.4</b> | <b>9.6</b>                    | <b>89,344</b>    | <b>\$180,174</b> | <b>5.3</b> | <b>\$4,231</b>               | <b>\$195,134</b> |
| Wholesalers proper                      | 5,971                    | 5,132         | 965,414            | 2,300,327          | 159,215          | 16.5        | 13.9                          | 50,606           | 76,736           | 7.9        | 2,709                        | 122,983          |
| Wholesale merchants                     | 6,543                    | 4,721         | 896,344            | 2,211,561          | 150,427          | 16.8        | 13.8                          | 47,961           | 72,359           | 8.1        | 2,659                        | 116,564          |
| Importers                               | 113                      | 104           | 28,425             | 26,085             | 3,385            | 11.9        | 13.3                          | 1,067            | 1,700            | 6.0        | 15                           | 4,153            |
| Limited function wholesalers            | 315                      | 307           | 40,645             | 62,661             | 5,703            | 14.0        | 14.6                          | 1,578            | 2,677            | 6.6        | 55                           | 2,266            |
| Manufacturers' sales branches 1/        | 1,439                    | 1,498         | 787,710            | 1,998,519          | 101,187          | 12.8        | 9.7                           | 24,744           | 47,995           | 6.1        | 715                          | 46,694           |
| With stocks                             | 992                      | —             | 470,747            | —                  | 78,509           | 16.7        | —                             | 19,820           | 36,267           | 7.7        | 403                          | 46,566           |
| Without stocks                          | 447                      | —             | 31,963             | —                  | 22,678           | 7.2         | —                             | 5,224            | 11,728           | 3.7        | 312                          | 28               |
| Agents and brokers                      | 1,353                    | 1,670         | 717,702            | 1,693,986          | 23,241           | 3.2         | 3.1                           | 5,330            | 11,436           | 1.6        | 364                          | 6,342            |
| Brokers                                 | 263                      | 323           | 214,939            | 499,400            | 3,374            | 1.6         | 1.9                           | 753              | 1,688            | 0.8        | 32                           | 119              |
| Commission merchants                    | 302                      | 294           | 316,743            | 732,925            | 6,974            | 2.8         | 1.6                           | 2,232            | 4,616            | 1.5        | 148                          | 4,031            |
| Export agents                           | 3                        | 6             | 1,092              | (X)                | 48               | 4.4         | (X)                           | 16               | 26               | 2.4        | —                            | —                |
| Import agents                           | 7                        | 2             | 261                | (X)                | 37               | 14.2        | (X)                           | 7                | 12               | 4.6        | —                            | 46               |
| Manufacturers' agents                   | 565                      | 833           | 85,218             | 223,231            | 5,622            | 6.6         | 7.5                           | 1,280            | 2,619            | 3.1        | 133                          | 1,303            |
| Selling agents                          | 130                      | 391           | 80,835             | 227,598            | 4,427            | 5.7         | 6.0                           | 923              | 2,173            | 2.7        | 41                           | 824              |
| Other agents                            | 13                       | 23            | 18,616             | 48,393             | 559              | 3.0         | 2.4                           | 117              | 302              | 1.6        | 10                           | 17               |
| All other types                         | 3,191                    | 3,087         | 345,820            | 868,235            | 36,498           | 11.1        | 10.8                          | 8,664            | 14,007           | 4.1        | 443                          | 19,115           |
| Bulk tank stations                      | 1,333                    | 1,082         | 110,765            | 111,132            | 26,275           | 23.7        | 14.4                          | 4,533            | 7,882            | 7.1        | 95                           | 7,405            |
| Chain store warehouses                  | 21                       | 31            | 75,481             | 185,342            | 4,451            | 5.9         | 2.8                           | 1,195            | 2,471            | 3.5        | 31                           | 3,198            |
| Assemblers and country buyers           | 660                      | 845           | 34,504             | 79,066             | 2,808            | 8.1         | 4.4                           | 972              | 1,215            | 3.5        | 117                          | 2,438            |
| Cooperative marketing associations      | 125                      | 199           | 66,363             | 97,065             | 1,720            | 2.6         | 1.6                           | 545              | 911              | 1.4        | 35                           | 513              |
| Elevators 2/                            | 810                      | 902           | 56,683             | 116,431            | 3,084            | 5.4         | 4.2                           | 1,216            | 1,429            | 2.5        | 134                          | 5,496            |
| Cream stations 3/                       | 242                      | —             | 1,624              | —                  | 182              | 11.2        | —                             | 103              | 99               | 6.1        | 31                           | 65               |
| Other types                             | —                        | 28            | —                  | 279,200            | —                | —           | 22.4                          | —                | —                | —          | —                            | —                |
| <b>CHICAGO</b>                          | <b>6,108</b>             | <b>6,682</b>  | <b>2,315,720</b>   | <b>5,594,426</b>   | <b>261,324</b>   | <b>11.3</b> | <b>9.2</b>                    | <b>70,294</b>    | <b>123,901</b>   | <b>5.4</b> | <b>2,888</b>                 | <b>155,983</b>   |
| Wholesalers proper                      | 3,678                    | 3,734         | 805,785            | 2,027,767          | 132,512          | 16.4        | 13.9                          | 40,471           | 64,069           | 7.9        | 1,877                        | 102,142          |
| Wholesale merchants                     | 3,379                    | 3,365         | 743,930            | 1,947,205          | 124,030          | 16.7        | 13.9                          | 38,056           | 59,946           | 8.1        | 1,825                        | 96,070           |
| Importers                               | 111                      | 102           | 29,065             | 26,001             | 3,373            | 12.0        | 13.3                          | 1,064            | 1,691            | 6.0        | 15                           | 4,150            |
| Limited function wholesalers            | 188                      | 247           | 34,790             | 54,561             | 5,109            | 14.7        | 15.5                          | 1,341            | 2,432            | 7.0        | 37                           | 1,922            |
| Manufacturers' sales branches 1/        | 1,188                    | 1,251         | 744,008            | 1,859,219          | 97,297           | 13.1        | 9.2                           | 22,531           | 44,727           | 6.0        | 656                          | 42,056           |
| With stocks                             | 763                      | —             | 435,839            | —                  | 72,302           | 16.6        | —                             | 17,470           | 33,355           | 7.7        | 344                          | 42,038           |
| Without stocks                          | 425                      | —             | 308,169            | —                  | 24,995           | 8.1         | —                             | 5,061            | 11,372           | 3.7        | 312                          | 28               |
| Agents and brokers                      | 1,143                    | 1,625         | 605,710            | 1,442,054          | 20,377           | 3.5         | 3.3                           | 4,659            | 10,240           | 1.7        | 292                          | 6,226            |
| Brokers                                 | 217                      | 203           | 168,029            | 327,854            | 2,903            | 1.5         | 2.1                           | 604              | 1,417            | 0.8        | 25                           | 89               |
| Commission merchants                    | 201                      | 235           | 235,994            | 624,767            | 7,460            | 3.2         | 1.7                           | 1,789            | 3,796            | 1.6        | 106                          | 3,982            |
| Export agents                           | 3                        | 6             | 1,092              | (X)                | 48               | 4.4         | (X)                           | 16               | 26               | 2.4        | —                            | —                |
| Import agents                           | 6                        | 2             | 219                | (X)                | 36               | 15.4        | (X)                           | 7                | 12               | 5.5        | —                            | 40               |
| Manufacturers' agents                   | 568                      | 794           | 84,768             | 220,792            | 5,508            | 6.5         | 7.3                           | 1,268            | 2,604            | 3.1        | 129                          | 1,303            |
| Selling agents                          | 140                      | 371           | 79,954             | 218,669            | 4,490            | 5.7         | 6.0                           | 883              | 2,099            | 2.7        | 32                           | 797              |
| Other agents                            | 8                        | 14            | 17,654             | 47,634             | 524              | 3.0         | 2.6                           | 112              | 286              | 1.6        | —                            | 15               |
| All other types                         | 99                       | 72            | 168,217            | 265,386            | 10,538           | 6.7         | 3.9                           | 2,833            | 4,865            | 3.1        | 63                           | 5,549            |
| Bulk tank stations                      | 55                       | 41            | 34,436             | 50,244             | 5,057            | 14.7        | 11.3                          | 1,099            | 1,933            | 5.7        | 19                           | 1,602            |
| Chain store warehouses                  | 11                       | 23            | 61,059             | 173,387            | 3,422            | 5.6         | 2.5                           | 1,013            | 1,850            | 3.0        | 31                           | 2,616            |
| Assemblers and country buyers           | 16                       | —             | 11,765             | —                  | 855              | 7.3         | —                             | 203              | 441              | 3.7        | 4                            | 903              |
| Cooperative marketing associations      | 12                       | —             | 46,787             | —                  | 976              | 2.1         | —                             | 266              | 514              | 1.1        | 8                            | 15               |
| Other types                             | 6                        | 8             | 4,170              | 41,765             | 228              | 5.5         | 1.1                           | 52               | 97               | 2.3        | 1                            | 513              |

## WHOLESALE DISTRIBUTION: 1933

13-09-4  
Census of  
American  
Business

Table 1.—STATE OF ILLINOIS SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |      | NET SALES |          | TOTAL EXPENSES |                  |      | Full-time employes (average) | PAY ROLL |                   |           | Stocks on hand (end of year) |
|---|--------------------------|------|-----------|----------|----------------|------------------|------|------------------------------|----------|-------------------|-----------|------------------------------|
|   | 1933                     | 1929 | 1933      | 1929     | Amount         | Percent of sales |      |                              | Amount   | Per-cent of sales | Part-time |                              |
|   |                          |      |           |          |                | 1933             | 1929 |                              |          |                   |           |                              |
| <u>PEORIA</u>                           | 251                      | 215  | \$53,795  | \$98,759 | \$5,285        | 9.8              | 9.2  | 1,860                        | \$2,819  | 6.2               | \$108     | \$5,685                      |
| Wholesalers proper                      | 165                      | 120  | 18,176    | 43,553   | 2,888          | 15.9             | 12.6 | 1,168                        | 1,591    | 8.7               | 67        | 2,775                        |
| Manufacturers' sales branches           | 31                       | 37   | 4,700     | 13,728   | 867            | 18.4             | 15.2 | 354                          | 458      | 9.4               | 15        | 523                          |
| Agents and brokers                      | 35                       | 46   | 21,758    | (X)      | 455            | 2.0              | (X)  | 132                          | 249      | 1.1               | 19        | 15                           |
| All other types                         | 20                       | 10   | 9,153     | (X)      | 1,095          | 12.0             | (X)  | 256                          | 537      | 5.3               | 7         | 569                          |

1/ For comparison purposes the data for district and general sales offices have been included in manufacturers' sales branches.

2/ Includes 262 cooperative elevators with sales amounting to \$21,684,000.

3/ Cream stations were not included for the most part in 1929 data.

## WHOLESALE DISTRIBUTION: 1933

Census of  
American  
Business

TABLE 2A. - STATE OF ILLINOIS NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS

FOR STATES AND SELECTED CITIES

| Kind of Business                                 | Total  | Wholesale<br>merchants | Importers | Mfg.-sla.<br>branches |                   | Brokers | Commission<br>merchants | Manufacturers'<br>agents | All other<br>types 1/ | Total | Wholesale<br>merchants | Importers | Mfg.-sla.<br>branches |                   | Brokers | Commission<br>merchants | Manufacturers'<br>agents | All other<br>types 1/ |  |  |  |
|--|--------|------------------------|-----------|-----------------------|-------------------|---------|-------------------------|--------------------------|-----------------------|-------|------------------------|-----------|-----------------------|-------------------|---------|-------------------------|--------------------------|-----------------------|--|--|--|
|  |        |                        |           | With<br>stocks        | Without<br>stocks |         |                         |                          |                       |       |                        |           | With<br>stocks        | Without<br>stocks |         |                         |                          |                       |  |  |  |
|  |        |                        |           | THE STATE             |                   |         |                         |                          |                       |       |                        |           | CHICAGO               |                   |         |                         |                          |                       |  |  |  |
| <u>Total</u>                                     | 11,924 | 5,543                  | 112       | 992                   | 447               | 263     | 302                     | 585                      | 3,680                 | 6,108 | 3,379                  | 10        | 763                   | 425               | 217     | 201                     | 568                      | 445                   |  |  |  |
| Amusement and sporting goods                     | 120    | 79                     | 3         | 11                    | 7                 | 1       | -                       | 11                       | 8                     | 104   | 65                     | 3         | 10                    | 7                 | 1       | -                       | 11                       | 7                     |  |  |  |
| Cameras and motion picture eq't.<br>and supplies | 3      | 2                      | -         | 1                     | -                 | -       | -                       | -                        | 1                     | 3     | 2                      | -         | 1                     | -                 | -       | -                       | -                        | -                     |  |  |  |
| Moving picture films                             | 27     | 16                     | -         | 5                     | 1                 | -       | -                       | -                        | 1                     | 26    | 15                     | -         | 5                     | 1                 | -       | -                       | -                        | -                     |  |  |  |
| Sporting goods (general lines)                   | 16     | 10                     | 1         | 1                     | -                 | -       | -                       | -                        | 3                     | 19    | 4                      | -         | 1                     | 6                 | -       | -                       | -                        | 3                     |  |  |  |
| Toys, novelties and fireworks                    | 50     | 33                     | 3         | 1                     | -                 | -       | -                       | 7                        | 6                     | 40    | 27                     | -         | -                     | -                 | -       | -                       | -                        | 7                     |  |  |  |
| All other  | 24     | 18                     | -         | 3                     | -                 | 1       | -                       | 1                        | 1                     | 26    | 17                     | 3         | 3                     | 1                 | 1       | -                       | -                        | 1                     |  |  |  |
| Automotive products                              | 498    | 419                    | 1         | 45                    | 6                 | -       | 1                       | 16                       | 10                    | 299   | 226                    | 1         | 43                    | 6                 | -       | 1                       | 16                       | 7                     |  |  |  |
| Automobiles and other motor vehicles             | 56     | 39                     | -         | 14                    | -                 | -       | -                       | 1                        | 1                     | 36    | 22                     | -         | 13                    | -                 | -       | -                       | -                        | 1                     |  |  |  |
| Automotive equipment, accessories and<br>parts   | 367    | 322                    | 1         | 18                    | 4                 | -       | 1                       | 14                       | 7                     | 211   | 168                    | 1         | 17                    | 4                 | -       | 1                       | 14                       | 6                     |  |  |  |
| Tires and tubes                                  | 76     | 58                     | -         | 13                    | 2                 | -       | -                       | 1                        | 2                     | 52    | 36                     | -         | 13                    | 1                 | -       | -                       | -                        | 1                     |  |  |  |
| Chemicals  | 199    | 90                     | 2         | 61                    | 17                | -       | 1                       | 20                       | 8                     | 166   | 66                     | 2         | 56                    | 15                | -       | -                       | -                        | 29                    |  |  |  |
| Dyes/stuffs                                      | 2      | 1                      | -         | 3                     | 1                 | -       | -                       | -                        | -                     | 10    | 4                      | -         | 3                     | 1                 | -       | -                       | -                        | 2                     |  |  |  |
| Explosives                                       | 2      | 1                      | -         | 1                     | -                 | -       | -                       | -                        | -                     | 1     | -                      | -         | 1                     | -                 | -       | -                       | -                        | 2                     |  |  |  |
| Industrial chemicals                             | 28     | 6                      | 1         | 12                    | 2                 | -       | 1                       | 4                        | 2                     | 27    | 6                      | 1         | 12                    | 2                 | -       | -                       | -                        | 4                     |  |  |  |
| Paints and varnishes                             | 93     | 57                     | -         | 24                    | 7                 | -       | -                       | 4                        | 1                     | 72    | 38                     | -         | 22                    | 7                 | -       | -                       | -                        | 4                     |  |  |  |
| All other  | 66     | 22                     | 1         | 21                    | 7                 | -       | -                       | 10                       | 5                     | 58    | 18                     | 1         | 18                    | 6                 | -       | -                       | -                        | 10                    |  |  |  |
| Clothing and furnishings                         | 431    | 262                    | 2         | 48                    | 23                | -       | 3                       | 86                       | 17                    | 422   | 247                    | 2         | 45                    | 22                | -       | 3                       | 86                       | 17                    |  |  |  |
| Clothing and furnishings (general line)          | 27     | 21                     | -         | 1                     | -                 | -       | 4                       | 1                        | 24                    | 16    | -                      | -         | 1                     | -                 | -       | -                       | 4                        | 1                     |  |  |  |
| Clothing, men's and boys'                        | 66     | 42                     | -         | 11                    | 4                 | -       | -                       | 6                        | 3                     | 63    | 42                     | -         | 8                     | 4                 | -       | -                       | -                        | 6                     |  |  |  |
| Clothing, women's and children's                 | 132    | 72                     | -         | 8                     | 2                 | -       | 2                       | 40                       | 8                     | 132   | 72                     | -         | 8                     | 2                 | -       | -                       | -                        | 40                    |  |  |  |
| Furnishings (general line)                       | 19     | 5                      | -         | 4                     | 6                 | -       | -                       | 3                        | 1                     | 18    | 4                      | -         | 4                     | 6                 | -       | -                       | -                        | 3                     |  |  |  |
| Furnishings, men's and boys'                     | 50     | 31                     | -         | 11                    | 4                 | -       | -                       | 2                        | 2                     | 49    | 31                     | -         | 11                    | 3                 | -       | -                       | -                        | 2                     |  |  |  |
| Furnishings, women's and children's              | 37     | 20                     | 1         | 4                     | 3                 | -       | -                       | 8                        | 1                     | 37    | 20                     | 1         | 4                     | 3                 | -       | -                       | -                        | 8                     |  |  |  |
| Hosiery  | 27     | 17                     | -         | 5                     | 1                 | -       | -                       | 4                        | -                     | 27    | 17                     | -         | 5                     | 1                 | -       | -                       | -                        | 4                     |  |  |  |
| Millinery and millinery supplies                 | 38     | 18                     | 1         | 2                     | -                 | -       | 1                       | 15                       | 1                     | 38    | 18                     | 1         | 2                     | -                 | -       | -                       | -                        | 15                    |  |  |  |
| Shoes and other footwear                         | 35     | 26                     | -         | 3                     | 2                 | -       | -                       | 4                        | -                     | 34    | 25                     | -         | 3                     | 2                 | -       | -                       | -                        | 4                     |  |  |  |
| Coal   | 174    | 106                    | -         | -                     | 8                 | 4       | 2                       | -                        | 54                    | 119   | 62                     | -         | -                     | 6                 | 3       | 2                       | -                        | 45                    |  |  |  |
| Drugs and drug sundries                          | 108    | 65                     | 3         | 17                    | 6                 | -       | -                       | 4                        | 13                    | 95    | 54                     | 3         | 17                    | 6                 | -       | -                       | -                        | 3                     |  |  |  |
| Drugs (general line)                             | 20     | 15                     | -         | 2                     | -                 | -       | -                       | -                        | 3                     | 16    | 11                     | -         | 2                     | -                 | -       | -                       | -                        | 3                     |  |  |  |
| Drugs (specialty lines)                          | 22     | 11                     | 1         | 5                     | 2                 | -       | -                       | -                        | 3                     | 19    | 8                      | 1         | 5                     | 2                 | -       | -                       | -                        | 3                     |  |  |  |
| Patent medicines                                 | 10     | 6                      | -         | 3                     | -                 | -       | -                       | -                        | 1                     | 10    | 6                      | 1         | 3                     | -                 | -       | -                       | -                        | 4                     |  |  |  |
| Toilet articles and preparations                 | 32     | 19                     | 1         | 5                     | 1                 | -       | -                       | 2                        | 4                     | 28    | 16                     | 1         | 3                     | 1                 | -       | -                       | -                        | 1                     |  |  |  |
| All other  | 24     | 14                     | 1         | 2                     | 3                 | -       | -                       | 2                        | 2                     | 22    | 13                     | -         | 2                     | 3                 | -       | -                       | -                        | 2                     |  |  |  |
| Dry goods  | 397    | 170                    | 21        | 29                    | 28                | 5       | 16                      | 101                      | 27                    | 385   | 161                    | 21        | 28                    | 28                | 5       | 16                      | 101                      | 26                    |  |  |  |
| Dry goods (general line)                         | 35     | 26                     | 1         | 2                     | 1                 | -       | 1                       | 3                        | 7                     | 31    | 16                     | 1         | 2                     | 1                 | -       | 1                       | 3                        | 7                     |  |  |  |
| Knit goods                                       | 27     | 13                     | -         | 3                     | 2                 | -       | 1                       | 8                        | -                     | 27    | 13                     | -         | 3                     | 2                 | -       | -                       | -                        | 8                     |  |  |  |
| Notions  | 82     | 33                     | 10        | 9                     | 7                 | 1       | 3                       | 17                       | 3                     | 78    | 31                     | 10        | 7                     | 7                 | 1       | 3                       | 17                       | 2                     |  |  |  |
| Piece goods                                      | 195    | 63                     | 10        | 14                    | 16                | 4       | 11                      | 61                       | 16                    | 194   | 62                     | 10        | 14                    | 16                | 4       | 11                      | 61                       | 16                    |  |  |  |
| All other  | 58     | 41                     | -         | 2                     | 2                 | -       | -                       | 12                       | 1                     | 56    | 39                     | -         | 2                     | 2                 | -       | -                       | -                        | 12                    |  |  |  |
| Electrical goods                                 | 269    | 166                    | -         | 49                    | 22                | 1       | 1                       | 25                       | 5                     | 222   | 122                    | -         | 48                    | 21                | 1       | 1                       | 24                       | 5                     |  |  |  |
| Electrical appliances, eq't. and<br>supplies     | 50     | 116                    | -         | 42                    | 21                | -       | 1                       | 18                       | 2                     | 162   | 85                     | -         | 41                    | 20                | -       | -                       | -                        | 18                    |  |  |  |
| Radios and radio equipment                       | 50     | 37                     | -         | 4                     | -                 | -       | 6                       | 3                        | 41                    | 28    | -                      | 4         | -                     | -                 | -       | -                       | -                        | 6                     |  |  |  |
| Refrigerators                                    | 19     | 13                     | -         | 3                     | 1                 | 1       | -                       | -                        | 3                     | 14    | 9                      | -         | 3                     | 1                 | 1       | -                       | -                        | -                     |  |  |  |
| Farm products-raw materials                      | 1,413  | 145                    | -         | 1                     | -                 | 35      | 154                     | -                        | 1,033                 | 142   | 44                     | -         | 1                     | -                 | 16      | 71                      | -                        | 10                    |  |  |  |
| Cotton   | 5      | 2                      | -         | -                     | -                 | 2       | 2                       | -                        | 1                     | 4     | 2                      | -         | -                     | -                 | -       | 2                       | -                        | -                     |  |  |  |
| Grain  | 1,124  | 94                     | -         | -                     | -                 | 15      | 89                      | -                        | 976                   | 38    | 8                      | -         | -                     | -                 | 7       | 18                      | -                        | 5                     |  |  |  |
| Hides, skins, and furs (raw)                     | 51     | 24                     | -         | 1                     | -                 | 5       | 2                       | -                        | 19                    | 33    | 23                     | -         | 1                     | -                 | 5       | 2                       | -                        | 2                     |  |  |  |
| Horses and mules                                 | 16     | 6                      | -         | -                     | -                 | 1       | 2                       | -                        | 7                     | 1     | 1                      | -         | -                     | -                 | -       | -                       | -                        | -                     |  |  |  |
| Livestock  | 200    | 7                      | -         | -                     | -                 | 11      | 108                     | -                        | 74                    | 56    | 1                      | -         | -                     | -                 | 1       | 2                       | 49                       | -                     |  |  |  |
| Tobacco (leaf)                                   | 5      | 3                      | -         | -                     | -                 | 2       | -                       | -                        | 2                     | 5     | 3                      | -         | -                     | -                 | -       | -                       | -                        | -                     |  |  |  |
| Wool and mohair                                  | 7      | 4                      | -         | -                     | -                 | 1       | -                       | -                        | 2                     | 4     | 3                      | -         | -                     | -                 | 1       | -                       | -                        | -                     |  |  |  |
| All other  | 10     | 5                      | -         | -                     | -                 | 1       | 1                       | -                        | 4                     | 3     | 3                      | -         | -                     | -                 | -       | -                       | -                        | -                     |  |  |  |





## WHOLESALE DISTRIBUTION: 1953

Census of  
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Business

TABLE 2A. - STATE OF ILLINOIS

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Kind of Business   | Total | Wholesale<br>merchants | Importers | Mfg. ests.<br>branches |                   | Brokers | Commission<br>merchants | Manufacturers<br>agents | All other<br>types <sup>1/</sup> | Total | Wholesale<br>merchants | Importers | Mfg. ests.<br>branches |                   | Brokers | Commission<br>merchants | Manufacturers<br>agents | All other<br>types <sup>1/</sup> |    |
|--|-------|------------------------|-----------|------------------------|-------------------|---------|-------------------------|-------------------------|----------------------------------|-------|------------------------|-----------|------------------------|-------------------|---------|-------------------------|-------------------------|----------------------------------|----|
|  |       |                        |           | With<br>stocks         | Without<br>stocks |         |                         |                         |                                  |       |                        |           | With<br>stocks         | Without<br>stocks |         |                         |                         |                                  |    |
| <b>THE STATE</b>   |       |                        |           |                        |                   |         |                         |                         |                                  |       |                        |           |                        |                   |         |                         |                         |                                  |    |
| Professional equipment and supplies                      | 95    | 61                     | 1         | 25                     | 3                 | -       | -                       | 5                       | 2                                | 90    | 57                     | 1         | 24                     | 3                 | -       | -                       | -                       | 3                                | 2  |
| Dental equipment and supplies                            | 22    | 17                     | 1         | 4                      | -                 | -       | -                       | -                       | -                                | 20    | 16                     | 1         | 3                      | -                 | -       | -                       | -                       | -                                | -  |
| Surgical, medical and hospital<br>equipment and supplies | 25    | 13                     | -         | 8                      | 2                 | -       | -                       | 1                       | 1                                | 24    | 12                     | -         | 8                      | 2                 | -       | -                       | -                       | 1                                | 1  |
| All other  | 46    | 31                     | -         | 13                     | 1                 | -       | -                       | 2                       | 3                                | 46    | 29                     | -         | 13                     | 1                 | -       | -                       | -                       | 2                                | 1  |
| Service equipment and supplies                           | 109   | 77                     | 1         | 14                     | 5                 | -       | -                       | 11                      | 1                                | 90    | 58                     | 1         | 14                     | 5                 | -       | -                       | -                       | 11                               | 1  |
| Barber and beauty parlor                                 | 36    | 32                     | -         | 5                      | -                 | -       | -                       | 2                       | 2                                | 23    | 19                     | -         | 2                      | -                 | -       | -                       | -                       | 2                                | -  |
| Laundry  | 15    | 6                      | -         | 5                      | -                 | -       | -                       | 1                       | 1                                | 14    | 5                      | -         | 6                      | -                 | -       | -                       | -                       | 5                                | -  |
| All other  | 56    | 39                     | 1         | 8                      | 3                 | -       | -                       | 6                       | 1                                | 53    | 34                     | 1         | 8                      | 3                 | -       | -                       | -                       | 6                                | 1  |
| Transportation equipment and supplies                    | 52    | 14                     | -         | -                      | 14                | 3       | 1                       | 20                      | -                                | 50    | 13                     | -         | -                      | 13                | 3       | 1                       | 20                      | -                                | -  |
| Aircraft and aeronautical equipment<br>and supplies      | 1     | 1                      | -         | -                      | -                 | -       | -                       | -                       | -                                | 1     | 1                      | -         | -                      | -                 | -       | -                       | -                       | -                                | -  |
| Railroad equipment and supplies                          | 43    | 9                      | -         | -                      | 13                | 1       | 19                      | -                       | -                                | 42    | 9                      | -         | -                      | 12                | 1       | 19                      | -                       | -                                |    |
| All other  | 8     | 4                      | -         | -                      | 1                 | 2       | -                       | 1                       | -                                | 7     | 3                      | -         | -                      | 2                 | 2       | -                       | 3                       | -                                |    |
| Metals (except scrap)                                    | 176   | 63                     | 3         | 50                     | 42                | 1       | -                       | 10                      | 7                                | 155   | 50                     | 3         | 44                     | 41                | 1       | -                       | -                       | 10                               | 6  |
| Copper   | 1     | -                      | -         | 1                      | -                 | -       | -                       | -                       | -                                | 1     | -                      | -         | -                      | -                 | -       | -                       | -                       | -                                | -  |
| Iron and steel   | 108   | 36                     | 1         | 29                     | 32                | 1       | -                       | 4                       | 5                                | 95    | 29                     | 1         | 25                     | 31                | 1       | -                       | -                       | 4                                | 4  |
| Sheet metal products                                     | 18    | 11                     | -         | 5                      | -                 | -       | -                       | 1                       | 1                                | 14    | 7                      | -         | 5                      | -                 | -       | -                       | -                       | 1                                | 1  |
| Other metal and metal works                              | 49    | 16                     | 2         | 15                     | 10                | -       | -                       | 5                       | 1                                | 45    | 14                     | 2         | 13                     | 10                | -       | -                       | -                       | 5                                | 1  |
| Paper and its products                                   | 255   | 165                    | 1         | 28                     | 34                | 2       | -                       | 24                      | 11                               | 220   | 125                    | 1         | 26                     | 34                | 2       | -                       | -                       | 21                               | 10 |
| Paper and its products (general line)                    | 62    | 43                     | -         | 3                      | 7                 | 1       | -                       | 5                       | 2                                | 45    | 29                     | -         | 3                      | 7                 | 1       | -                       | -                       | 5                                | 1  |
| Paper and its products (specialty lines)                 | 127   | 70                     | -         | 16                     | 22                | 1       | -                       | 13                      | 5                                | 115   | 60                     | -         | 15                     | 22                | 1       | -                       | -                       | 12                               | 5  |
| Stationery and stationery supplies                       | 46    | 24                     | -         | 9                      | 5                 | -       | -                       | 5                       | 3                                | 42    | 22                     | -         | 8                      | 5                 | -       | -                       | -                       | 4                                | 3  |
| Wall paper   | 30    | 28                     | 1         | -                      | -                 | -       | -                       | -                       | 1                                | 17    | 15                     | 1         | -                      | -                 | -       | -                       | -                       | -                                | 1  |
| Petroleum and its products                               | 1,474 | 106                    | -         | 1                      | 2                 | 5       | 3                       | -                       | 355                              | 102   | 31                     | -         | 1                      | 2                 | 4       | -                       | -                       | -                                | 64 |
| Plumbing and heating eqpt. and supplies                  | 160   | 97                     | -         | 36                     | 15                | -       | -                       | 9                       | 3                                | 115   | 65                     | -         | 26                     | 13                | -       | -                       | -                       | 9                                | 2  |
| Heating equipment (general line)                         | 12    | 2                      | -         | 3                      | 7                 | -       | -                       | 5                       | -                                | 19    | 2                      | -         | 3                      | 5                 | -       | -                       | -                       | -                                | -  |
| Pipe, valves and fittings                                | 13    | 6                      | -         | 3                      | 2                 | -       | -                       | 2                       | -                                | 11    | 4                      | -         | 3                      | 2                 | -       | -                       | -                       | 2                                | -  |
| Plumbing and heating equipment<br>(general line)         | 60    | 44                     | -         | 14                     | 1                 | -       | -                       | -                       | 1                                | 51    | 34                     | -         | 5                      | 1                 | -       | -                       | -                       | -                                | 1  |
| Stoves and ranges  | 14    | 9                      | -         | 3                      | 1                 | -       | -                       | -                       | 1                                | 10    | 5                      | -         | 2                      | 1                 | -       | -                       | -                       | -                                | 1  |
| All other  | 61    | 36                     | -         | 13                     | 4                 | -       | -                       | 7                       | 1                                | 53    | 29                     | -         | 13                     | 4                 | -       | -                       | -                       | 7                                | -  |
| Tobacco and its products (except leaf)                   | 137   | 117                    | 1         | 6                      | 7                 | 1       | -                       | 1                       | 4                                | 71    | 59                     | 1         | 4                      | 2                 | 1       | -                       | -                       | 1                                | 3  |
| Waste materials  | 252   | 225                    | -         | -                      | -                 | 5       | -                       | -                       | 2                                | 125   | 119                    | -         | -                      | -                 | 5       | -                       | -                       | -                                | 1  |
| Iron and steel scrap                                     | 61    | 59                     | -         | -                      | -                 | 1       | -                       | -                       | 1                                | 25    | 25                     | -         | -                      | -                 | 1       | -                       | -                       | -                                | 1  |
| Junk and scrap (general line)                            | 126   | 122                    | -         | -                      | -                 | 4       | -                       | -                       | -                                | 64    | 60                     | -         | -                      | -                 | 4       | -                       | -                       | -                                | -  |
| Waste paper, rags and rubber                             | 45    | 44                     | -         | -                      | -                 | -       | -                       | -                       | 1                                | 36    | 36                     | -         | -                      | -                 | -       | -                       | -                       | -                                | -  |
| All other products                                       | 746   | 527                    | 9         | 45                     | 39                | 22      | 16                      | 43                      | 45                               | 475   | 397                    | 9         | 41                     | 37                | 20      | 14                      | 33                      | 24                               |    |
| Sage and bagging   | 22    | 21                     | -         | -                      | 1                 | -       | -                       | -                       | -                                | 22    | 21                     | -         | -                      | 3                 | 1       | -                       | -                       | -                                | 3  |
| Beer   | 143   | 111                    | -         | 5                      | -                 | 2       | -                       | 9                       | 15                               | 27    | 17                     | -         | 2                      | -                 | -       | -                       | -                       | 1                                | 2  |
| Books and periodicals                                    | 28    | 15                     | 1         | 8                      | 1                 | -       | -                       | 1                       | 2                                | 27    | 15                     | 1         | 7                      | 1                 | -       | -                       | -                       | 1                                | 2  |
| Gordage and twine  | 6     | -                      | -         | 3                      | -                 | 1       | -                       | 2                       | -                                | 6     | -                      | -         | 3                      | -                 | -       | -                       | -                       | 2                                | -  |
| Flowers and nursery stock                                | 47    | 37                     | -         | -                      | 1                 | 8       | -                       | 1                       | 40                               | 30    | -                      | -         | -                      | 1                 | 8       | -                       | -                       | 1                                | 1  |
| Forest products (except lumber)                          | 52    | 30                     | 1         | 6                      | 4                 | 2       | 1                       | 4                       | 4                                | 47    | 26                     | 1         | 6                      | 4                 | 2       | 1                       | 4                       | 3                                |    |
| Leather  | 36    | 23                     | -         | 3                      | 5                 | 1       | -                       | 4                       | -                                | 33    | 20                     | -         | 3                      | 5                 | 1       | -                       | -                       | 4                                | -  |
| Leather goods  | 60    | 44                     | 1         | 4                      | 2                 | -       | -                       | 5                       | 4                                | 53    | 37                     | 1         | 4                      | 2                 | -       | -                       | -                       | 5                                | 4  |
| Newspapers and magazines                                 | 52    | 40                     | -         | 1                      | 1                 | 1       | -                       | 5                       | 4                                | 13    | 5                      | -         | 1                      | 1                 | 1       | -                       | -                       | 2                                | 3  |
| Oil and greases (animal and vegetable)                   | 19    | 6                      | -         | 2                      | 1                 | 8       | 1                       | 1                       | -                                | 17    | 4                      | -         | 2                      | 1                 | 8       | 1                       | 1                       | -                                | -  |
| Rubber, crude  | 3     | 2                      | -         | -                      | -                 | 1       | -                       | -                       | -                                | 2     | 1                      | -         | -                      | -                 | -       | -                       | -                       | -                                | -  |
| Rubber goods (general line)                              | 8     | 4                      | 1         | 1                      | 1                 | -       | -                       | -                       | 1                                | 8     | 4                      | 1         | 1                      | 1                 | -       | -                       | -                       | -                                | -  |
| Wines and spirituous liquors                             | 134   | 121                    | -         | 2                      | 1                 | 2       | -                       | 1                       | 3                                | 78    | 57                     | 3         | 2                      | 2                 | -       | -                       | -                       | 1                                | 1  |
| Yarn   | 12    | 3                      | -         | 2                      | 1                 | 1       | -                       | 2                       | 2                                | 12    | 3                      | -         | 2                      | 1                 | 1       | 2                       | 2                       | 1                                | 1  |
| Miscellaneous kinds of business                          | 124   | 70                     | 2         | 7                      | 19                | 2       | 4                       | 9                       | 11                               | 90    | 47                     | 2         | 7                      | 18                | 2       | 2                       | 8                       | 4                                |    |

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## WHOLESALE DISTRIBUTION: 1933

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TABLE 2a. - STATE OF ILLINOIS

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Type of Establishment<br>Kind of Business             | THE STATE | CHICAGO | Type of Establishment<br>Kind of Business       | THE STATE | CHICAGO | Type of Establishment<br>Kind of Business | THE STATE | CHICAGO |
|---|-----------|---------|---|-----------|---------|---|-----------|---------|
| Exporter (grain)                                      | 1         | 1       | Limited function wholesalers (continued)        |           |         | Selling agents (continued)                |           |         |
| Limited function wholesalers                          | 315       | 188     | Tobacco and its products (except leaf)          | 2         | 1       | Iron and steel                            | 5         | 4       |
| Toys, novelties, and fireworks                        | 5         | 5       | Iron and steel scrap                            | 1         | 1       | Sheet metal products                      | 1         | 1       |
| Other amusement and sporting goods                    | 1         | -       | Waste paper, rags and rubber                    | 1         | -       | Other metal and metal wares               | 1         | 1       |
| Automotive exp't., accessories and parts              | 5         | 4       | Beer  | 14        | 5       | Paper and its products (general line)     | 1         | 1       |
| Tires and tubes                                       | 2         | 1       | Books and periodicals                           | 2         | 2       | Paper and its products (specialty lines)  | 4         | 4       |
| Other chemicals                                       | 2         | 2       | Flowers and nursery stock                       | 1         | 1       | Stationery and stationery supplies        | 1         | 1       |
| Clothing and furnishings (general lines)              | 1         | 1       | Forest products (except lumber)                 | 3         | 2       | Petroleum and its products                | 5         | 3       |
| Clothing, men's and boys'                             | 3         | 3       | Leather goods                                   | 2         | 2       | Stores and ranges                         | 1         | 1       |
| Coal  | 21        | 16      | Newspapers and magazines                        | 4         | 3       | Tobacco and its products (except leaf)    | 1         | 1       |
| Drugs (general line)                                  | 1         | 1       | Wines and spirituous liquors                    | 3         | 1       | Beer                                      | 1         | 1       |
| Drugs (specialty lines)                               | 1         | 1       | Miscellaneous kinds of business                 | 2         | 2       | Forest products (except lumber)           | 1         | 1       |
| Patent medicines                                      | 1         | -       | Automotive exp't., accessories and parts        | 3         | 3       | Leather goods                             | 2         | 2       |
| Toilet articles and preparations                      | 2         | 2       | Other drugs and drug sundries                   | 2         | 1       | Rubber goods (general line)               | 1         | 1       |
| Other drug and drug sundries                          | 1         | 1       | Drugs (general line)                            | 1         | 1       | Yarn                                      | 1         | 1       |
| Dry goods (general line)                              | 2         | 2       | Import agents                                   | 7         | 6       | Miscellaneous kinds of business           | 1         | 1       |
| Notions   | 3         | 2       | Floor coverings                                 | 2         | 2       | Other agents                              | 13        | 8       |
| Piece goods   | 4         | 2       | Other foods and grocery specialties             | 2         | 2       | Clothing, women's and children's          | 1         | 1       |
| Radio and radio equipment                             | 1         | 1       | Hardware (specialty lines)                      | 1         | 1       | Drugs (general line)                      | 1         | 1       |
| Dairy products (general line)                         | 7         | 4       | Other jewelry specialties                       | 1         | 1       | Dry goods (general line)                  | 1         | 1       |
| Milk and cream  | 1         | -       | Paper and its products (general line)           | 1         | -       | Hides, skins, and furs (raw)              | 1         | 1       |
| All other dairy products                              | 1         | -       | Miscellaneous kinds of business                 | 1         | -       | Horses and mules                          | 1         | -       |
| Poultry and poultry products                          | 4         | 2       | Selling agents                                  | 150       | 140     | Livestock                                 | 3         | -       |
| Dairy and poultry products                            | 7         | 7       | Sporting goods (general line)                   | 1         | 1       | Fruits and vegetables (fresh)             | 1         | 1       |
| Fruits and vegetables (fresh)                         | 9         | 1       | Toys, novelties, and fireworks                  | 1         | 1       | Furniture                                 | 1         | 1       |
| Food  | 1         | -       | Automobiles and other motor vehicles            | 1         | -       | House furnishings (except as specified)   | 1         | -       |
| Seeds   | 1         | 1       | Industrial chemicals                            | 2         | 2       | Groceries (general line)                  | 2         | 2       |
| Furniture   | 4         | 4       | Paints and varnishes                            | 1         | 1       | Bulk tank stations (petroleum)            | 1,353     | 47      |
| House furnishings (except as specified)               | 5         | 5       | Other chemicals                                 | 3         | 3       | Chain store warehouses                    | 21        | 11      |
| Musical instruments and sheet music                   | 3         | 3       | Clothing, women's and children's                | 7         | 7       | Drugs (general line)                      | 1         | 1       |
| Groceries (general line)                              | 18        | 2       | Furnishings (general line)                      | 1         | 1       | Fruits and vegetables (fresh)             | 2         | 2       |
| Confectionery and soft drinks                         | 29        | 9       | Furnishings, men's and boys'                    | 2         | 2       | Furniture                                 | 1         | 1       |
| Fish and sea foods                                    | 4         | 2       | Furnishings, women's and children's             | 2         | 2       | General merchandise                       | 1         | 1       |
| Meats and meat products                               | 25        | 22      | Millinery and millinery supplies                | 1         | 1       | Groceries (general line)                  | 11        | 3       |
| Other food and grocery specialties                    | 48        | 22      | Coal  | 33        | 29      | Meats and meat products                   | 1         | -       |
| Hardware (specialty lines)                            | 3         | 3       | Toilet articles and preparations                | 2         | 2       | Other foods and grocery specialties       | 2         | 2       |
| Jewelry (general line)                                | 3         | 3       | Other drugs and drug sundries                   | 1         | 1       | Tobacco and its products (except leaf)    | 1         | 1       |
| Clocks and watches                                    | 3         | 3       | Dry goods (general line)                        | 4         | 4       | Miscellaneous kinds of business           | 1         | 1       |
| Lumber and millwork                                   | 11        | 9       | Piece goods                                     | 14        | 14      | Assemblers and country buyers             | 640       | 15      |
| Brick and tile  | 1         | 1       | Other dry goods                                 | 1         | 1       | Cotton                                    | 1         | -       |
| Cement  | 2         | 3       | Electrical appliances, exp't. and supplies      | 2         | 2       | Grain                                     | 121       | 1       |
| Office exp't., and supplies (except furniture)        | 1         | 1       | Radio and radio equipment                       | 1         | 1       | Hides, skins, and furs (raw)              | 14        | -       |
| Other commercial machinery, exp't. and supplies       | 1         | 1       | Grain   | 1         | -       | Horses and mules                          | 5         | -       |
| Farm & dairy machinery and exp't. and supplies        | 1         | 1       | Hides, skins, and furs (raw)                    | 1         | 1       | Livestock                                 | 35        | -       |
| Mechanical rubber goods                               | 1         | 1       | Livestock                                       | 1         | -       | Wool and mohair                           | 2         | -       |
| Other industrial machinery, exp't. and supplies       | 2         | 2       | China, glassware and crockery                   | 2         | 2       | Other farm products (raw materials)       | 4         | -       |
| Surgical, medical and hospital equipment and supplies | 1         | 1       | Floor coverings                                 | 1         | 1       | Dairy products (general line)             | 17        | 3       |
| Other professional exp't. and supplies                | 1         | 1       | Furniture                                       | 2         | 2       | Cheese                                    | 1         | -       |
| Other service exp't. and supplies                     | 1         | 1       | House furnishings (except as specified)         | 2         | 2       | Milk and cream                            | 16        | -       |
| Paper and its products (specialty lines)              | 1         | 1       | Confectionery and soft drinks                   | 2         | 2       | Poultry and poultry products              | 175       | 4       |
| Stationery and stationery supplies                    | 2         | 2       | Other foods and grocery specialties             | 8         | 8       | Dairy and poultry products                | 205       | 2       |
| Wall paper  | 1         | 1       | Hardware (specialty lines)                      | 1         | 1       | Fruits and vegetables (fresh)             | 36        | 3       |
| Petroleum and its products                            | 19        | 6       | Optical goods                                   | 1         | 1       | Other farm products (consumer goods)      | 4         | -       |
| Plumbing and heating exp't. and supplies              | 1         | 1       | Lumber and millwork                             | 10        | 10      | Feed                                      | 12        | -       |
| Other plumbing and heating exp't. and supplies        | 1         | -       | Asbestos products                               | 1         | 1       | Seeds                                     | 5         | -       |
|   |           |         | Brick and tile                                  | 1         | 1       | Fish and sea foods                        | 1         | 1       |
|   |           |         | Glass   | 1         | 1       | Other foods and grocery specialties       | 1         | 1       |
|   |           |         | Other lumber and building materials             | 5         | 5       | Miscellaneous kinds of business           | 4         | -       |
|   |           |         | Other commercial machinery, exp't. and supplies | 1         | 1       | Cooperative marketing associations        | 125       | 12      |
|   |           |         | Other industrial machinery, exp't. and supplies | 5         | 3       | Grain                                     | 48        | 1       |
|   |           |         |   |           |         | Hides, skins, and furs (raw)              | 1         | -       |

1/ The "All other types" consists of the following:



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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                        | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Percent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALE TRADERS PROPER (continued)                        |                                       |           |                |                        |                                     |          |               |                                    |
| Machinery, equipment and supplies (except electrical)       | 377                                   | \$32,642  | \$9,913        | 30.4                   | 3,091                               | \$4,950  | \$212         | \$8,228                            |
| Commercial machinery, equipment and supplies                | 72                                    | 4,166     | 1,251          |                        | 433                                 | 580      | 33            | 908                                |
| Office equipment and supplies (except furniture)            | 26                                    | 2,167     | 678            |                        | 262                                 | 315      | 14            | 426                                |
| Store equipment and supplies                                | 20                                    | 663       | 217            |                        | 58                                  | 96       | 4             | 123                                |
| All other   | 26                                    | 1,336     | 356            |                        | 113                                 | 169      | 15            | 359                                |
| Construction machinery, equipment and supplies              | 10                                    | 2,196     | 754            |                        | 106                                 | 270      | 2             | 734                                |
| Road machinery and equipment                                | 4                                     | 360       | 70             |                        | 23                                  | 39       | 1             | 35                                 |
| All other   | 6                                     | 1,836     | 684            |                        | 83                                  | 231      | 1             | 699                                |
| Farm and dairy machinery and equipment                      | 10                                    | 804       | 184            |                        | 53                                  | 74       | 3             | 219                                |
| Industrial machinery, equipment and supplies                | 133                                   | 12,135    | 3,421          |                        | 1,056                               | 1,825    | 128           | 2,794                              |
| Bottles and bottling equipment                              | 16                                    | 947       | 175            |                        | 56                                  | 85       | 9             | 104                                |
| Mill and mine supplies (general line)                       | 35                                    | 6,217     | 1,591          |                        | 534                                 | 819      | 60            | 1,713                              |
| All other   | 82                                    | 4,971     | 1,654          |                        | 466                                 | 923      | 59            | 977                                |
| Professional equipment and supplies                         | 61                                    | 4,416     | 1,418          |                        | 501                                 | 714      | 28            | 1,246                              |
| Dental equipment and supplies                               | 17                                    | 1,227     | 365            |                        | 121                                 | 190      | 6             | 313                                |
| Surgical, medical and hospital equipment and supplies       | 13                                    | 1,080     | 348            |                        | 87                                  | 163      | 2             | 206                                |
| All other   | 31                                    | 2,109     | 705            |                        | 293                                 | 361      | 20            | 727                                |
| Service equipment and supplies                              | 77                                    | 6,873     | 2,280          |                        | 822                                 | 1,133    | 10            | 2,063                              |
| Barber and beauty parlor equipment and supplies             | 32                                    | 1,827     | 612            |                        | 238                                 | 255      | 2             | 340                                |
| Laundry equipment and supplies                              | 6                                     | 1,302     | 356            |                        | 75                                  | 173      | 2             | 178                                |
| All other   | 39                                    | 3,744     | 1,312          |                        | 509                                 | 705      | 6             | 1,545                              |
| Transportation equipment and supplies                       | 14                                    | 2,052     | 605            |                        | 120                                 | 264      | 8             | 264                                |
| Railroad equipment and supplies                             | 9                                     | 1,738     | 533            |                        | 94                                  | 228      | 8             | 186                                |
| All other   | 5                                     | 314       | 72             |                        | 26                                  | 36       | -             | 78                                 |
| Metals (except scrap)                                       | 63                                    | 16,779    | 3,920          | 23.4                   | 1,298                               | 2,345    | 105           | 6,209                              |
| Iron and steel  | 36                                    | 14,837    | 3,543          |                        | 1,192                               | 2,154    | 77            | 5,879                              |
| Sheet metal products  | 11                                    | 527       | 116            |                        | 42                                  | 77       | 18            | 55                                 |
| Other metal and metal work                                  | 16                                    | 1,415     | 261            |                        | 74                                  | 114      | 10            | 278                                |
| Paper and its products                                      | 165                                   | 30,849    | 6,831          | 22.1                   | 2,145                               | 3,585    | 72            | 4,981                              |
| Paper and its products (general line)                       | 43                                    | 14,684    | 3,127          |                        | 1,053                               | 1,726    | 49            | 2,379                              |
| Paper and its products (specialty lines)                    | 70                                    | 11,347    | 2,263          |                        | 659                                 | 1,223    | 15            | 1,590                              |
| Stationery and stationery supplies                          | 24                                    | 2,708     | 736            |                        | 243                                 | 334      | 4             | 354                                |
| Wall paper  | 28                                    | 2,110     | 705            |                        | 190                                 | 302      | 4             | 658                                |
| Petroleum and its products                                  | 108                                   | 16,110    | 2,590          | 16.1                   | 593                                 | 950      | 23            | 909                                |
| Plumbing and heating equipment and supplies                 | 97                                    | 6,956     | 1,950          | 28.0                   | 609                                 | 943      | 60            | 1,821                              |
| Pipe, valves and fittings                                   | 6                                     | 1,050     | 252            |                        | 73                                  | 110      | 6             | 153                                |
| Plumbing and heating equipment (general line)               | 44                                    | 3,903     | 923            |                        | 298                                 | 401      | 18            | 1,227                              |
| Stoves and ranges   | 9                                     | 606       | 282            |                        | 84                                  | 138      | 3             | 88                                 |
| All other   | 38                                    | 1,387     | 491            |                        | 164                                 | 280      | 33            | 353                                |
| Tobacco and its products (except leaf)                      | 117                                   | 33,198    | 1,689          | 5.1                    | 615                                 | 922      | 82            | 1,784                              |

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Table 2 B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALESAERS PROPER (continued)</b>                    |                                       |           |                |                             |                                     |          |               |                                    |
| Waste materials   | 225                                   | \$18,459  | \$2,244        | 12.2                        | 882                                 | \$1,155  | \$133         | \$2,095                            |
| Iron and steel scrap  | 59                                    | 6,762     | 812            |                             | 210                                 | 448      | 31            | 1,064                              |
| Junk and scrap (general line)                               | 122                                   | 8,364     | 901            |                             | 350                                 | 424      | 91            | 806                                |
| Waste paper, rags and rubber                                | 44                                    | 3,333     | 531            |                             | 322                                 | 281      | 11            | 225                                |
| All other products  | 527                                   | 58,013    | 11,113         | 19.2                        | 2,942                               | 4,445    | 219           | 5,181                              |
| Bag and bagging   | 21                                    | 1,257     | 288            |                             | 165                                 | 162      | 8             | 202                                |
| Beer  | 111                                   | 23,829    | 5,176          |                             | 961                                 | 1,258    | 27            | 348                                |
| Books and periodicals                                       | 37                                    | 1,669     | 527            |                             | 159                                 | 287      | 30            | 460                                |
| Flowers and nursery stock                                   | 19                                    | 1,734     | 528            |                             | 181                                 | 267      | 10            | 185                                |
| Forest products (except lumber)                             | 30                                    | 1,785     | 420            |                             | 187                                 | 265      | 15            | 162                                |
| Leather   | 23                                    | 6,935     | 446            |                             | 118                                 | 225      | 2             | 652                                |
| Leather goods   | 44                                    | 2,748     | 41.9           |                             | 133                                 | 205      | 16            | 545                                |
| Newspapers and magazines                                    | 40                                    | 4,393     | 852            |                             | 588                                 | 644      | 53            | 152                                |
| Oils and greases (animal and vegetable)                     | 6                                     | 1,890     | 257            |                             | 98                                  | 114      | -             | 164                                |
| Rubber goods (general line)                                 | 4                                     | 288       | 49             |                             | 23                                  | 25       | -             | 15                                 |
| Wines and spirituous liquors                                | 121                                   | 4,511     | 740            |                             | 234                                 | 306      | 15            | 1,548                              |
| Yarn  | 3                                     | 656       | 73             |                             | 24                                  | 24       | 3             | 87                                 |
| Miscellaneous kinds of business                             | 72                                    | 6,321     | 1,338          |                             | 471                                 | 663      | 40            | 641                                |
|   | 113                                   | 28,425    | 3,385          | 11.9                        | 1,067                               | 1,700    | 15            | 4,155                              |
| <b>IMPORTERS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 3                                     | 45        | 9              | 20.0                        | 4                                   | 3        | -             | 12                                 |
| Drugs and drug sundries                                     | 3                                     | 297       | 54             | 18.2                        | 22                                  | 29       | -             | 53                                 |
| Dry goods   | 21                                    | 957       | 163            | 17.0                        | 60                                  | 101      | 1             | 95                                 |
| Notions   | 10                                    | 274       | 63             |                             | 22                                  | 38       | 1             | 48                                 |
| All other   | 11                                    | 683       | 100            |                             | 38                                  | 63       | -             | 48                                 |
| Farm products—consumer goods                                | 3                                     | 2,129     | 70             | 3.3                         | 30                                  | 40       | 6             | 5                                  |
| Furniture and house furnishings                             | 7                                     | 441       | 110            | 24.9                        | 29                                  | 53       | -             | 163                                |
| House furnishings   | 4                                     | 347       | 89             |                             | 26                                  | 47       | -             | 156                                |
| All other   | 3                                     | 94        | 21             |                             | 3                                   | 6        | -             | 27                                 |
| Groceries and foods (except farm products)                  | 41                                    | 12,475    | 2,224          | 17.8                        | 734                                 | 1,152    | 4             | 2,179                              |
| Jewelry and optical goods                                   | 6                                     | 147       | 30             | 20.4                        | 14                                  | 16       | -             | 36                                 |
| Diamonds and other precious stones                          | 3                                     | 108       | 17             |                             | 6                                   | 8        | -             | 10                                 |
| Other jewelry specialties                                   | 3                                     | 39        | 13             |                             | 8                                   | 8        | -             | 25                                 |
| Machinery, equipment and supplies (except electrical)       | 5                                     | 366       | 110            | 30.1                        | 34                                  | 47       | 3             | 176                                |
| Metals (except scrap)                                       | 3                                     | 82        | 27             | 32.9                        | 9                                   | 18       | -             | 57                                 |
| All other kinds of business                                 | 21                                    | 11,486    | 588            | 5.1                         | 131                                 | 241      | 1             | 1,377                              |
|   | 315                                   | 40,645    | 5,705          | 14.0                        | 1,578                               | 2,677    | 55            | 2,266                              |
| <b>LIMITED FUNCTION WHOLESALESAERS</b>                      |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 6                                     | 189       | 43             | 22.4                        | 22                                  | 25       | -             | 59                                 |
| Automotive products   | 7                                     | 3,209     | 794            | 24.7                        | 170                                 | 271      | 1             | 607                                |
| Clothing and furnishings                                    | 4                                     | 150       | 17             | 10.6                        | 6                                   | 9        | -             | 1                                  |
| Coal  | 21                                    | 16,386    | 1,477          | 9.0                         | 279                                 | 768      | 10            | -                                  |
| Drugs and drug sundries                                     | 8                                     | 269       | 59             | 14.5                        | 16                                  | 17       | 1             | 33                                 |
| Drugs (specialty lines)                                     | 3                                     | 61        | 17             |                             | 8                                   | 8        | -             | 5                                  |
| All other   | 5                                     | 208       | 22             |                             | 8                                   | 9        | 1             | 33                                 |
| Dry goods   | 7                                     | 1,451     | 106            | 7.3                         | 31                                  | 63       | 1             | 63                                 |
| Notions   | 3                                     | 55        | 9              |                             | 4                                   | 2        | -             | 7                                  |
| All other   | 4                                     | 1,396     | 97             |                             | 27                                  | 61       | 1             | 55                                 |

## WHOLESALE DISTRIBUTION: 1933

12-29-34  
Census of  
American  
Business

Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS          | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|--|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|  |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>LIMITED FUNCTION WHOLESALERS</b>                                  |                                       |           |                |                             |                                     |          |               |                                    |
| (continued)  |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods   | 29                                    | \$1,255   | \$277          | 21.9                        | 104                                 | \$142    | \$1           | \$20                               |
| Dairy products (general line)  | 7                                     | 543       | 165            | 48                          | 81                                  | -        | -             | 5                                  |
| Poultry and poultry products   | 4                                     | 234       | 39             | 16                          | 21                                  | -        | -             | 1                                  |
| Dairy and poultry products   | 7                                     | 408       | 57             | 23                          | 36                                  | 1        | -             | 13                                 |
| All other  | 11                                    | 80        | 16             | 17                          | 4                                   | -        | -             | 1                                  |
| Furniture and house furnishings                                      | 12                                    | 1,819     | 334            | 18.4                        | 80                                  | 110      | 8             | 308                                |
| Furniture  | 4                                     | 1,070     | 92             | 15                          | 21                                  | -        | -             | 1                                  |
| House furnishings (except china, glass-<br>ware and floor coverings) | 5                                     | 467       | 95             | 25                          | 39                                  | 5        | -             | 202                                |
| Musical instruments and sheet music                                  | 3                                     | 282       | 147            | 40                          | 50                                  | 3        | -             | 105                                |
| Groceries and foods (except farm products)                           | 124                                   | 6,650     | 872            | 13.1                        | 348                                 | 468      | 22            | 520                                |
| Groceries (general line)   | 18                                    | 3,077     | 256            | 129                         | 153                                 | 4        | -             | 386                                |
| Confectionery and soft drinks  | 29                                    | 770       | 139            | 43                          | 50                                  | 6        | -             | 48                                 |
| Fish and sea foods   | 4                                     | 33        | 11             | 5                           | 5                                   | 1        | -             | -                                  |
| Meats and meat products  | 25                                    | 1,130     | 99             | 37                          | 53                                  | 5        | -             | 20                                 |
| All other food and grocery specialties                               | 48                                    | 1,640     | 367            | 134                         | 207                                 | 6        | -             | 66                                 |
| Hardware   | 3                                     | 61        | 20             | 32.8                        | 9                                   | 12       | -             | 10                                 |
| Jewelry and optical goods  | 6                                     | 1,253     | 508            | 40.5                        | 189                                 | 305      | 2             | 275                                |
| Jewelry (general line)   | 3                                     | 438       | 60             | 13                          | 16                                  | 2        | -             | 52                                 |
| Clocks and watches   | 3                                     | 815       | 448            | 176                         | 289                                 | -        | -             | 223                                |
| Lumber and building materials (other than<br>metal)                  | 14                                    | 1,192     | 115            | 9.6                         | 23                                  | 53       | 1             | -                                  |
| Lumber and millwork  | 11                                    | 1,088     | 106            | 22                          | 48                                  | 1        | -             | -                                  |
| All other  | 3                                     | 104       | 9              | 1                           | 5                                   | -        | -             | -                                  |
| Machinery, equipment and supplies (except<br>electrical)             | 9                                     | 674       | 334            | 49.6                        | 107                                 | 133      | -             | 152                                |
| Industrial machinery, equipment and<br>supplies                      | 3                                     | 87        | 16             | 6                           | 7                                   | -        | -             | 14                                 |
| All other  | 6                                     | 587       | 318            | 101                         | 126                                 | -        | -             | 138                                |
| Paper and its products   | 4                                     | 897       | 92             | 10.4                        | 37                                  | 50       | -             | 18                                 |
| Petroleum and its products   | 19                                    | 1,525     | 119            | 7.8                         | 21                                  | 47       | 1             | 9                                  |
| All other kind of business   | 42                                    | 3,655     | 551            | 15.1                        | 136                                 | 206      | 7             | 187                                |
| Beer   | 14                                    | 72        | 10             | 4                           | 3                                   | -        | -             | 2                                  |
| Forest products (except lumber)                                      | 3                                     | 299       | 45             | 10                          | 23                                  | -        | -             | -                                  |
| Newspapers and magazines   | 4                                     | 800       | 99             | 33                          | 53                                  | 3        | -             | -                                  |
| Wine and spirituous liquors  | 3                                     | 11        | 4              | 2                           | 2                                   | 1        | -             | 1                                  |
| Miscellaneous  | 18                                    | 2,473     | 393            | 87                          | 125                                 | 3        | -             | 184                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                                 |                                       |           |                |                             |                                     |          |               |                                    |
| <b>WITH STOCKS</b>   |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods   | 922                                   | 470,747   | 79,509         | 16.7                        | 19,520                              | 36,267   | 403           | 45,666                             |
| Moving picture films   | 11                                    | 5,726     | 1,000          | 17.5                        | 351                                 | 474      | -             | 321                                |
| All other  | 6                                     | 3,996     | 590            | 194                         | 358                                 | -        | -             | 44                                 |
| Automotive products  | 5                                     | 1,730     | 410            | 157                         | 116                                 | -        | -             | 277                                |
| Automobiles and other motor vehicles                                 | 45                                    | 32,650    | 5,894          | 18.1                        | 1,265                               | 2,574    | 11            | 3,262                              |
| Automobile equipment, accessories and<br>parts                       | 14                                    | 15,283    | 2,340          | 652                         | 1,308                               | -        | -             | 1,342                              |
| Tires and tubes  | 18                                    | 6,857     | 1,988          | 311                         | 587                                 | 4        | -             | 557                                |
| Tires and tubes  | 13                                    | 10,510    | 1,566          | 302                         | 679                                 | 7        | -             | 1,363                              |

## WHOLESALE DISTRIBUTION: 1933

12-20-3  
Census of  
American  
Business

Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WITH STOCKS (continued)                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Chemicals   | 61                                    | \$33,197  | \$5,542        | 16.1                        | 1,100                               | \$2,431  | \$2           | \$4,471                            |
| Dyestuffs   | 3                                     | 499       | 92             |                             | 16                                  | 54       |               | 63                                 |
| Industrial chemicals  | 12                                    | 14,531    | 1,623          |                             | 231                                 | 748      |               | 1,075                              |
| Paints and varnishes  | 24                                    | 13,119    | 2,395          |                             | 521                                 | 1,034    | 1             | 2,801                              |
| All other   | 22                                    | 4,948     | 1,232          |                             | 270                                 | 595      | 1             | 527                                |
| Clothing and furnishings                                    | 48                                    | 12,531    | 2,492          | 19.9                        | 614                                 | 1,191    | 22            | 2,522                              |
| Clothing, men's and boys'                                   | 11                                    | 1,451     | 234            |                             | 92                                  | 96       | 8             | 634                                |
| Clothing, women's and children's                            | 8                                     | 1,032     | 166            |                             | 57                                  | 99       |               | 44                                 |
| Furnishings (general line)                                  | 4                                     | 1,366     | 278            |                             | 59                                  | 141      | 4             | 172                                |
| Furnishings, men's and boys'                                | 11                                    | 4,590     | 1,128          |                             | 238                                 | 501      | 1             | 782                                |
| Furnishings, women's and children's                         | 4                                     | 1,537     | 189            |                             | 50                                  | 113      |               | 246                                |
| Hosiery   | 5                                     | 782       | 87             |                             | 25                                  | 50       | 1             | 117                                |
| All other   | 5                                     | 1,773     | 410            |                             | 92                                  | 191      | 8             | 527                                |
| Drugs and drug sundries                                     | 17                                    | 12,156    | 2,704          | 22.2                        | 407                                 | 821      | 2             | 571                                |
| Drugs (specialty lines)                                     | 5                                     | 5,128     | 1,347          |                             | 289                                 | 560      |               | 289                                |
| Patent medicines  | 3                                     | 3,473     | 1,069          |                             | 47                                  | 150      |               | 77                                 |
| Toilet articles and preparations                            | 5                                     | 2,562     | 197            |                             | 52                                  | 73       | 2             | 95                                 |
| All other   | 4                                     | 993       | 91             |                             | 19                                  | 38       |               | 110                                |
| Dry goods   | 29                                    | 7,044     | 830            | 11.8                        | 210                                 | 388      | 5             | 742                                |
| Knit goods  | 3                                     | 117       | 24             |                             | 3                                   | 13       |               | 13                                 |
| Notions   | 8                                     | 2,174     | 220            |                             | 86                                  | 141      | 1             | 92                                 |
| Piece goods   | 14                                    | 3,319     | 298            |                             | 79                                  | 169      | 4             | 451                                |
| All other   | 4                                     | 1,434     | 288            |                             | 42                                  | 65       |               | 186                                |
| Electrical goods  | 49                                    | 36,763    | 5,590          | 15.2                        | 1,836                               | 3,313    | 39            | 3,921                              |
| Electrical appliances, equipment and<br>supplies            | 42                                    | 31,898    | 4,955          |                             | 1,684                               | 2,997    | 34            | 3,568                              |
| Radios and radio equipment                                  | 4                                     | 4,761     | 597            |                             | 141                                 | 290      |               | 338                                |
| Refrigerators   | 3                                     | 104       | 38             |                             | 11                                  | 26       | 5             | 15                                 |
| Farm products-consumer goods                                | 18                                    | 12,077    | 2,397          | 19.8                        | 406                                 | 784      | 1             | 1,632                              |
| Dairy products (general line)                               | 4                                     | 4,341     | 455            |                             | 130                                 | 197      | 1             | 1,243                              |
| Cheese  | 3                                     | 5,582     | 1,074          |                             | 87                                  | 144      |               | 374                                |
| All other dairy products                                    | 7                                     | 1,989     | 830            |                             | 175                                 | 428      |               | 13                                 |
| All other   | 4                                     | 165       | 28             |                             | 14                                  | 15       |               | 2                                  |
| Farm supplies   | 3                                     | 1,218     | 394            | 31.5                        | 109                                 | 133      | 2             | 431                                |
| Furniture and house furnishings                             | 40                                    | 10,134    | 1,244          | 12.3                        | 317                                 | 592      | 9             | 727                                |
| China, glassware and crockery                               | 4                                     | 714       | 92             |                             | 23                                  | 49       | 1             | 38                                 |
| Floor coverings   | 4                                     | 4,460     | 162            |                             | 35                                  | 87       |               | 287                                |
| Furniture   | 17                                    | 2,420     | 621            |                             | 170                                 | 285      | 5             | 291                                |
| All other   | 15                                    | 2,540     | 369            |                             | 89                                  | 171      | 3             | 111                                |
| Groceries and foods (except farm products)                  | 233                                   | 163,583   | 23,732         | 14.5                        | 5,072                               | 9,377    | 62            | 6,597                              |
| Confectionery and soft drinks                               | 11                                    | 17,883    | 4,254          |                             | 437                                 | 811      |               | 1,189                              |
| Meats and meat products                                     | 67                                    | 63,044    | 5,602          |                             | 1,905                               | 3,221    | 32            | 2,190                              |
| Other food and grocery specialties                          | 155                                   | 82,656    | 13,876         |                             | 2,730                               | 5,345    | 30            | 3,218                              |
| Hardware  | 18                                    | 3,898     | 639            | 16.4                        | 225                                 | 379      |               | 526                                |
| Jewelry and optical goods                                   | 22                                    | 3,650     | 838            | 23.0                        | 256                                 | 433      |               | 678                                |
| Jewelry (general line)                                      | 3                                     | 1,127     | 63             |                             | 15                                  | 35       |               | 56                                 |
| Other jewelry specialties                                   | 8                                     | 1,063     | 199            |                             | 50                                  | 103      |               | 251                                |
| Optical goods   | 11                                    | 1,440     | 576            |                             | 191                                 | 295      |               | 371                                |

## WHOLESALE DISTRIBUTION: 1933

13-60-4  
Census of  
American  
Business

Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WITH STOCKS (continued)</b>                              |                                       |           |                |                             |                                     |          |               |                                    |
| Lumber and building materials (other than metal)            | 21                                    | 412,137   | \$2,284        | 18.8                        | 475                                 | \$1,286  | 921           | \$1,725                            |
| Lumber and millwork   | 4                                     | 1,398     | 152            | 24                          | 56                                  | -        | 1             | 90                                 |
| Asbestos products   | 4                                     | 5,431     | 598            | 144                         | 321                                 | -        | -             | 67                                 |
| Brick and tile  | 3                                     | 1,095     | 72             | 12                          | 53                                  | -        | -             | 166                                |
| All other   | 10                                    | 6,213     | 1,462          | 295                         | 806                                 | 90       | -             | 1,402                              |
| Machinery, equipment and supplies (except electrical)       | 210                                   | 55,193    | 11,903         | 22.4                        | 3,656                               | 6,638    | 69            | 8,468                              |
| Commercial machinery, equipment and supplies                | 40                                    | 7,432     | 1,949          |                             | 798                                 | 1,243    | 7             | 899                                |
| Office equipment and supplies (except furniture)            | 28                                    | 6,544     | 1,750          |                             | 716                                 | 1,113    | 4             | 843                                |
| All other   | 12                                    | 888       | 219            |                             | 82                                  | 130      | 3             | 56                                 |
| Construction machinery, equipment and supplies              | 10                                    | 2,318     | 285            |                             | 104                                 | 149      | -             | 308                                |
| Farm and dairy machinery and equipment                      | 24                                    | 5,754     | 1,354          |                             | 468                                 | 662      | 7             | 1,977                              |
| Industrial machinery, equipment and supplies                | 97                                    | 20,877    | 4,493          |                             | 1,154                               | 2,709    | 44            | 3,226                              |
| Machines tools  | 3                                     | 1,484     | 167            |                             | 46                                  | 91       | 1             | 152                                |
| Mechanical rubber goods                                     | 6                                     | 2,051     | 239            |                             | 56                                  | 135      | 1             | 112                                |
| Mill and mine supplies (general line)                       | 5                                     | 1,989     | 530            |                             | 128                                 | 308      | -             | 1,057                              |
| All other   | 83                                    | 15,353    | 3,557          |                             | 924                                 | 2,175    | 45            | 1,905                              |
| Professional equipment and supplies                         | 25                                    | 13,240    | 2,300          |                             | 827                                 | 1,186    | -             | 1,605                              |
| Dental equipment and supplies                               | 4                                     | 737       | 223            |                             | 81                                  | 109      | -             | 181                                |
| Surgical, medical and hospital equipment and supplies       | 8                                     | 2,591     | 704            |                             | 273                                 | 326      | -             | 228                                |
| All other   | 13                                    | 9,912     | 1,373          |                             | 473                                 | 751      | -             | 1,196                              |
| Service equipment and supplies                              | 14                                    | 3,572     | 1,542          |                             | 305                                 | 689      | 11            | 847                                |
| Laundry equipment and supplies                              | 6                                     | 1,968     | 990            |                             | 173                                 | 380      | 11            | 406                                |
| All other   | 8                                     | 1,604     | 552            |                             | 132                                 | 309      | -             | 441                                |
| Metals (except scrap)                                       | 50                                    | 18,858    | 2,389          | 12.7                        | 769                                 | 1,281    | 16            | 3,895                              |
| Iron and steel  | 29                                    | 7,871     | 1,320          |                             | 490                                 | 745      | 10            | 2,577                              |
| Sheet metal products  | 5                                     | 875       | 198            |                             | 56                                  | 84       | 5             | 125                                |
| Other metal and metal works                                 | 16                                    | 10,112    | 871            |                             | 223                                 | 452      | 1             | 1,193                              |
| Paper and its products                                      | 28                                    | 16,295    | 1,922          | 12.2                        | 590                                 | 966      | 4             | 1,049                              |
| Paper and its products (general line)                       | 3                                     | 10,686    | 813            |                             | 306                                 | 380      | -             | 552                                |
| Paper and its products (specialty lines)                    | 16                                    | 5,040     | 915            |                             | 199                                 | 472      | 1             | 400                                |
| Stationery and stationery supplies                          | 9                                     | 569       | 264            |                             | 85                                  | 114      | 3             | 97                                 |
| Plumbing and heating equipment and supplies                 | 36                                    | 7,427     | 1,599          | 21.5                        | 518                                 | 832      | 23            | 1,197                              |
| Heating equipment (general line)                            | 3                                     | 384       | 97             |                             | 26                                  | 52       | -             | 106                                |
| Pipe, valves and fittings                                   | 3                                     | 454       | 92             |                             | 32                                  | 39       | -             | 145                                |
| Plumbing and heating equipment (general line)               | 14                                    | 3,795     | 824            |                             | 290                                 | 421      | 6             | 656                                |
| Stoves and ranges   | 3                                     | 503       | 29             |                             | 14                                  | 11       | 1             | 39                                 |
| All other   | 13                                    | 2,291     | 557            |                             | 156                                 | 309      | 16            | 251                                |
| Tobacco and its products (except leaf)                      | 6                                     | 3,961     | 586            | 14.8                        | 150                                 | 342      | 17            | 218                                |



## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                        | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Percent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WITH STOCKS (continued)</b>                              |                                       |           |                |                        |                                     |          |               |                                    |
| All other kinds of business                                 | 47                                    | \$24,249  | \$4,671        | 19.3                   | 1,193                               | \$2,092  | \$28          | \$3,719                            |
| Bear  | 6                                     | 2,474     | 558            |                        | 79                                  | 154      | 2             | 44                                 |
| Books and periodicals                                       | 8                                     | 3,221     | 1,407          |                        | 395                                 | 734      | 9             | 761                                |
| Cordage and twine   | 3                                     | 2,308     | 195            |                        | 63                                  | 119      | 1             | 151                                |
| Forest products (except lumber)                             | 6                                     | 2,746     | 613            |                        | 88                                  | 145      | -             | 683                                |
| Leather   | 3                                     | 3,945     | 255            |                        | 20                                  | 45       | 1             | 839                                |
| Leather goods   | 4                                     | 672       | 221            |                        | 50                                  | 106      | 1             | 181                                |
| Miscellaneous   | 17                                    | 8,882     | 1,422          |                        | 498                                 | 785      | 14            | 1,060                              |
| <b>WITHOUT STOCKS</b>                                       |                                       |           |                |                        |                                     |          |               |                                    |
| Amusement and sporting goods                                | 7                                     | 3,215     | 1,089          | 33.8                   | 247                                 | 415      | -             | -                                  |
| Automotive products   | 6                                     | 550       | 54             | 9.2                    | 12                                  | 32       | -             | -                                  |
| Chemicals   | 17                                    | 3,548     | 554            | 15.2                   | 117                                 | 310      | 5             | 18                                 |
| Paints and varnishes  | 7                                     | 1,075     | 298            |                        | 70                                  | 183      | 5             | 12                                 |
| All other   | 10                                    | 2,573     | 256            |                        | 47                                  | 127      | -             | -                                  |
| Clothing and furnishings                                    | 23                                    | 4,174     | 239            | 5.7                    | 56                                  | 133      | 1             | 5                                  |
| Clothing, men's and boys'                                   | 4                                     | 1,514     | 106            |                        | 17                                  | 48       | 1             | -                                  |
| Furnishings, (general line)                                 | 6                                     | 459       | 24             |                        | 8                                   | 14       | -             | 5                                  |
| Furnishings, men's and boys'                                | 4                                     | 272       | 30             |                        | 14                                  | 19       | -             | -                                  |
| Furnishings, women's and children's                         | 3                                     | 69        | 19             |                        | 6                                   | 14       | -             | -                                  |
| All other   | 6                                     | 1,860     | 60             |                        | 11                                  | 38       | -             | -                                  |
| Coal  | 8                                     | 17,413    | 2,212          | 12.7                   | 531                                 | 866      | -             | -                                  |
| Drugs and drug sundries                                     | 6                                     | 3,871     | 1,000          | 25.8                   | 273                                 | 659      | -             | -                                  |
| Dry goods   | 28                                    | 9,321     | 600            | 6.4                    | 276                                 | 363      | 1             | -                                  |
| Notions   | 7                                     | 2,056     | 373            |                        | 223                                 | 237      | -             | -                                  |
| Piece goods   | 16                                    | 6,833     | 191            |                        | 46                                  | 103      | -             | -                                  |
| All other   | 5                                     | 433       | 36             |                        | 7                                   | 23       | 1             | -                                  |
| Electrical goods  | 22                                    | 1,789     | 369            | 21.7                   | 102                                 | 220      | 3             | 1                                  |
| Furniture and house furnishings                             | 32                                    | 6,275     | 579            | 9.2                    | 142                                 | 332      | 3             | 8                                  |
| China, glassware and crockery                               | 5                                     | 1,104     | 62             |                        | 18                                  | 43       | -             | -                                  |
| Floor coverings   | 5                                     | 3,761     | 369            |                        | 75                                  | 208      | -             | -                                  |
| Furniture   | 16                                    | 923       | 93             |                        | 56                                  | 53       | 3             | -                                  |
| House furnishings (except as specified)                     | 6                                     | 487       | 55             |                        | 13                                  | 28       | -             | 8                                  |
| Groceries and foods (except farm products)                  | 13                                    | 30,787    | 2,945          | 9.6                    | 786                                 | 1,454    | 2             | -                                  |
| Hardware  | 8                                     | 472       | 38             | 8.1                    | 13                                  | 27       | -             | -                                  |
| Jewelry and optical goods                                   | 6                                     | 3,670     | 477            | 12.3                   | 96                                  | 239      | -             | -                                  |
| Lumber and building materials (other than metal)            | 21                                    | 6,965     | 1,276          | 18.3                   | 243                                 | 591      | 1             | -                                  |
| Brick and tile  | 4                                     | 855       | 93             |                        | 20                                  | 54       | -             | -                                  |
| All other   | 17                                    | 6,110     | 1,183          |                        | 223                                 | 537      | 1             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 112                                   | 37,900    | 2,603          | 6.9                    | 651                                 | 1,451    | 6             | 2                                  |
| Commercial machinery, equipment and supplies                | 14                                    | 958       | 149            |                        | 50                                  | 106      | 1             | 2                                  |
| Office equipment and supplies (except furniture)            | 8                                     | 608       | 102            |                        | 38                                  | 77       | 1             | 2                                  |
| All other   | 6                                     | 350       | 47             |                        | 12                                  | 31       | -             | -                                  |
| Construction machinery, equipment and supplies              | 9                                     | 1,295     | 224            |                        | 78                                  | 134      | 1             | -                                  |
| Construction machinery                                      | 3                                     | 230       | 86             |                        | 15                                  | 40       | -             | -                                  |
| All other   | 6                                     | 1,065     | 138            |                        | 63                                  | 94       | 1             | -                                  |
| Farm and dairy machinery and equipment                      | 5                                     | 1,440     | 231            |                        | 48                                  | 76       | -             | -                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS       | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| Machinery, equipment and supplies (except electrical) (continued) |                                       |           |                |                             |                                     |          |               |                                    |
| Industrial machinery, equipment and supplies                      | 62                                    | \$27,383  | \$1,302        |                             | 327                                 | \$726    | \$4           | \$-                                |
| Machine tools   | 3                                     | 189       | 53             |                             | 11                                  | 24       | -             | -                                  |
| Mechanical rubber goods   | 4                                     | 361       | 22             |                             | 10                                  | 12       | -             | -                                  |
| All other   | 55                                    | 26,833    | 1,227          |                             | 306                                 | 690      | 4             | -                                  |
| Professional equipment and supplies                               | 3                                     | 296       | 102            |                             | 27                                  | 40       | -             | -                                  |
| Service equipment and supplies                                    | 5                                     | 1,029     | 64             |                             | 15                                  | 37       | -             | -                                  |
| Transportation equipment and supplies                             | 14                                    | 5,499     | 531            |                             | 82                                  | 330      | -             | -                                  |
| Metals (except scrap)   | 42                                    | 125,643   | 3,861          | 3.1                         | 769                                 | 2,191    | 255           | -                                  |
| Iron and steel  | 32                                    | 117,075   | 3,175          |                             | 656                                 | 1,806    | 254           | -                                  |
| Other metal and metal works                                       | 10                                    | 8,568     | 686            |                             | 112                                 | 385      | 1             | -                                  |
| Paper and its products  | 34                                    | 27,603    | 1,576          | 5.7                         | 276                                 | 809      | 2             | -                                  |
| Paper and its products (general line)                             | 7                                     | 15,301    | 821            |                             | 116                                 | 328      | -             | -                                  |
| Paper and its products (specialty lines)                          | 22                                    | 11,632    | 692            |                             | 144                                 | 440      | 2             | -                                  |
| Stationery and stationary supplies                                | 5                                     | 670       | 63             |                             | 16                                  | 41       | -             | -                                  |
| Plumbing and heating equipment and supplies                       | 15                                    | 3,954     | 812            | 20.5                        | 230                                 | 425      | -             | -                                  |
| Heating equipment (general line)                                  | 7                                     | 1,355     | 125            |                             | 28                                  | 61       | -             | -                                  |
| All other   | 8                                     | 2,599     | 689            |                             | 202                                 | 362      | -             | -                                  |
| Tobacco and its products (except leaf)                            | 7                                     | 18,505    | 473            | 2.6                         | 114                                 | 227      | -             | -                                  |
| All other kinds of business                                       | 43                                    | 10,967    | 1,899          | 17.3                        | 521                                 | 976      | 33            | -                                  |
| Forest products (except leaf)                                     | 4                                     | 733       | 53             |                             | 9                                   | 21       | -             | -                                  |
| Leather   | 5                                     | 1,018     | 67             |                             | 13                                  | 36       | -             | -                                  |
| Miscellaneous   | 34                                    | 9,218     | 1,779          |                             | 499                                 | 919      | 33            | -                                  |
| AGENTS AND BROKERS  |                                       |           |                |                             |                                     |          |               |                                    |
| BROKERS   | 263                                   | 214,939   | 3,374          | 1.6                         | 753                                 | 1,698    | 38            | 119                                |
| Coal  | 4                                     | 810       | 64             | 7.9                         | 14                                  | 34       | 1             | -                                  |
| Dry goods   | 8                                     | 172       | 1              | 0.6                         | -                                   | -        | -             | -                                  |
| Farm products—raw materials                                       | 35                                    | 55,488    | 452            | 0.8                         | 101                                 | 250      | 11            | 15                                 |
| Grain   | 15                                    | 37,889    | 195            |                             | 39                                  | 93       | 3             | 15                                 |
| Hides, skins, and furs (raw)                                      | 5                                     | 4,440     | 38             |                             | 6                                   | 15       | 5             | -                                  |
| Livestock   | 11                                    | 12,810    | 190            |                             | 50                                  | 124      | 3             | -                                  |
| All other   | 4                                     | 349       | 29             |                             | 6                                   | 18       | -             | -                                  |
| Farm products—consumer goods                                      | 39                                    | 21,527    | 551            | 2.6                         | 100                                 | 223      | 5             | 26                                 |
| Fruits and vegetables (fresh)                                     | 29                                    | 7,012     | 370            |                             | 69                                  | 136      | 3             | 25                                 |
| All other   | 11                                    | 14,515    | 181            |                             | 31                                  | 87       | -             | -                                  |
| Farm supplies   | 7                                     | 1,570     | 24             | 1.5                         | 8                                   | 10       | -             | -                                  |
| Feed  | 4                                     | 1,408     | 20             |                             | 7                                   | 9        | -             | -                                  |
| All other   | 3                                     | 162       | 4              |                             | 1                                   | 1        | -             | -                                  |
| Furniture and house furnishings                                   | 5                                     | 671       | 54             | 8.0                         | 29                                  | 29       | -             | -                                  |
| Groceries and foods (except farm products)                        | 91                                    | 108,435   | 1,560          | 1.4                         | 357                                 | 836      | 4             | 64                                 |
| Fish and sea foods  | 3                                     | 302       | 20             |                             | 7                                   | 6        | -             | -                                  |
| Meats and meat products   | 5                                     | 7,730     | 120            |                             | 24                                  | 46       | -             | -                                  |
| Other food and grocery specialties                                | 83                                    | 100,403   | 1,420          |                             | 326                                 | 784      | 4             | 64                                 |
| Jewelry and optical goods   | 8                                     | 277       | 8              | 2.9                         | 3                                   | 3        | -             | 2                                  |
| Jewelry (general line)  | 3                                     | 225       | 4              |                             | 1                                   | 1        | -             | -                                  |
| All other   | 5                                     | 42        | 4              |                             | 2                                   | 1        | -             | 2                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>BROKERS (continued)</b>                                  |                                       |           |                |                             |                                     |          |               |                                    |
| Lumber and building materials (other than metal)            | 21                                    | \$2,656   | \$142          | 5.3                         | 39                                  | \$74     | \$2           | \$-                                |
| Machinery, equipment and supplies (except electrical)       | 9                                     | 207       | 19             | 9.2                         | 8                                   | 14       | -             | -                                  |
| Industrial machinery, equipment and supplies                | 6                                     | 87        | 7              |                             | 5                                   | 5        | -             | -                                  |
| Transportation equipment and supplies                       | 3                                     | 120       | 13             |                             | 3                                   | 9        | -             | -                                  |
| Petroleum and its products                                  | 5                                     | 2,747     | 85             | 3.1                         | 14                                  | 44       | 2             | -                                  |
| Waste materials   | 5                                     | 1,874     | 80             | 4.3                         | 18                                  | 40       | 2             | -                                  |
| All other kinds of business                                 | 29                                    | 18,505    | 334            | 1.8                         | 62                                  | 132      | 5             | 12                                 |
| Oils and greases (animal and vegetable)                     | 8                                     | 15,189    | 176            |                             | 21                                  | 56       | 2             | -                                  |
| Miscellaneous   | 21                                    | 3,316     | 158            |                             | 41                                  | 76       | 3             | 12                                 |
| <b>COMMISSION MERCHANTS</b>                                 | 302                                   | 516,743   | 8,974          | 2.8                         | 2,232                               | 4,616    | 148           | 4,031                              |
| Clothing and furnishings                                    | 3                                     | 438       | 31             | 7.1                         | 10                                  | 18       | 1             | 9                                  |
| Dry goods   | 16                                    | 13,577    | 404            | 3.0                         | 87                                  | 208      | 1             | 342                                |
| Notions   | 3                                     | 3,189     | 191            |                             | 51                                  | 83       | 1             | 303                                |
| All other   | 13                                    | 10,388    | 213            |                             | 36                                  | 125      | -             | 39                                 |
| Farm products—raw materials                                 | 154                                   | 244,704   | 4,261          | 1.7                         | 1,109                               | 2,374    | 61            | 2,722                              |
| Grain   | 39                                    | 67,157    | 1,482          |                             | 297                                 | 686      | 7             | 2,716                              |
| Livestock   | 108                                   | 175,296   | 2,723          |                             | 791                                 | 1,652    | 50            | 1                                  |
| All other   | 7                                     | 2,251     | 86             |                             | 21                                  | 36       | 4             | 5                                  |
| Farm products—consumer goods                                | 84                                    | 48,526    | 3,614          | 7.4                         | 824                                 | 1,681    | 70            | 853                                |
| Dairy and poultry products                                  | 9                                     | 5,333     | 167            |                             | 45                                  | 83       | 2             | 384                                |
| Fruits and vegetables (fresh)                               | 72                                    | 43,078    | 3,427          |                             | 773                                 | 1,586    | 62            | 469                                |
| All other   | 3                                     | 115       | 20             |                             | 5                                   | 12       | 6             | -                                  |
| Furniture and house furnishings                             | 7                                     | 883       | 94             | 10.6                        | 25                                  | 54       | 2             | 4                                  |
| Furniture   | 3                                     | 375       | 46             |                             | 16                                  | 23       | 2             | 2                                  |
| All other   | 4                                     | 508       | 48             |                             | 9                                   | 31       | -             | 2                                  |
| Groceries and foods (except farm products)                  | 5                                     | 1,415     | 61             | 4.3                         | 18                                  | 26       | -             | 15                                 |
| Lumber and building materials (other than metal)            | 5                                     | 302       | 28             | 9.3                         | 3                                   | 9        | -             | -                                  |
| Petroleum and its products                                  | 3                                     | 65        | 5              | 7.7                         | 2                                   | 1        | -             | -                                  |
| All other kinds of business                                 | 25                                    | 6,833     | 476            | 7.0                         | 154                                 | 245      | 13            | 87                                 |
| Flowers and nursery stock                                   | 8                                     | 1,861     | 353            |                             | 117                                 | 172      | 9             | 9                                  |
| Miscellaneous   | 17                                    | 4,972     | 123            |                             | 37                                  | 73       | 4             | 78                                 |
| <b>EXPORT AGENTS</b>  | 3                                     | 1,092     | 48             | 4.4                         | 16                                  | 26       | -             | -                                  |
| <b>IMPORT AGENTS</b>  | 7                                     | 261       | 37             | 14.2                        | 7                                   | 12       | -             | 48                                 |
| <b>MANUFACTURERS' AGENTS</b>                                | 585                                   | 85,218    | 5,622          | 6.6                         | 1,280                               | 2,619    | 135           | 1,303                              |
| Amusement and sporting goods                                | 11                                    | 958       | 54             | 5.6                         | 16                                  | 24       | 3             | -                                  |
| Toys, novelties and fireworks                               | 7                                     | 375       | 25             |                             | 7                                   | 9        | 1             | -                                  |
| All other   | 4                                     | 583       | 29             |                             | 9                                   | 16       | 2             | -                                  |
| Automotive products   | 16                                    | 3,360     | 385            | 11.5                        | 96                                  | 201      | 2             | 41                                 |
| Chemicals   | 20                                    | 3,211     | 226            | 7.0                         | 84                                  | 103      | 3             | 58                                 |
| Industrial chemicals  | 4                                     | 1,656     | 124            |                             | 25                                  | 60       | -             | 42                                 |
| Paints and varnishes  | 4                                     | 385       | 15             |                             | 4                                   | 6        | 1             | 10                                 |
| All other   | 12                                    | 1,170     | 86             |                             | 21                                  | 37       | 2             | 6                                  |

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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                        | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Percent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| MANUFACTURERS' AGENCIES (continued)                         |                                       |           |                |                        |                                     |          |               |                                    |
| Clothing and furnishings                                    | 86                                    | \$10,575  | \$393          | 3.7                    | 107                                 | \$170    | \$6           | \$8                                |
| Clothing and furnishings (general line)                     | 4                                     | 174       | 10             | 5                      | 3                                   | 1        | -             | -                                  |
| Clothing, men's and boys'                                   | 6                                     | 284       | 24             | 8                      | 17                                  | 5        | -             | -                                  |
| Clothing, women's and children's                            | 40                                    | 4,603     | 240            | 61                     | 108                                 | 1        | 6             | 6                                  |
| Furnishings (general line)                                  | 3                                     | 450       | 14             | 4                      | 4                                   | -        | -             | -                                  |
| Furnishings, women's and children's                         | 8                                     | 662       | 32             | 8                      | 13                                  | -        | 2             | 2                                  |
| Hosiery   | 4                                     | 1,350     | 26             | 9                      | 13                                  | -        | -             | -                                  |
| Millinery and millinery supplies                            | 15                                    | 1,287     | 30             | 13                     | 11                                  | -        | -             | -                                  |
| All other   | 6                                     | 1,765     | 17             | 1                      | 1                                   | -        | -             | -                                  |
| Drugs and drug sundries                                     | 4                                     | 92        | 14             | 15.2                   | 6                                   | 5        | -             | 5                                  |
| Dry goods   | 101                                   | 26,150    | 760            | 2.9                    | 195                                 | 408      | 5             | 133                                |
| Dry goods (general line)                                    | 3                                     | 188       | 19             | 7                      | 7                                   | -        | -             | -                                  |
| Knit goods  | 8                                     | 544       | 33             | 13                     | 18                                  | 2        | -             | -                                  |
| Notions   | 17                                    | 1,321     | 71             | 18                     | 31                                  | -        | 1             | 1                                  |
| Piece goods   | 61                                    | 21,317    | 546            | 136                    | 283                                 | 2        | 128           | 128                                |
| All other   | 12                                    | 2,810     | 91             | 21                     | 69                                  | 1        | 4             | 4                                  |
| Electrical goods  | 25                                    | 3,078     | 243            | 7.9                    | 48                                  | 89       | 15            | 21                                 |
| Radios and radio equipment                                  | 6                                     | 704       | 20             | 3                      | 4                                   | 1        | 1             | 1                                  |
| All other   | 19                                    | 2,374     | 223            | 45                     | 85                                  | 14       | 20            | 20                                 |
| Furniture and house furnishings                             | 53                                    | 7,427     | 518            | 7.0                    | 117                                 | 240      | 7             | 8                                  |
| China, glassware and crockery                               | 9                                     | 1,607     | 178            | 32                     | 62                                  | 4        | -             | -                                  |
| Floor coverings   | 6                                     | 901       | 40             | 9                      | 20                                  | -        | -             | -                                  |
| Furniture   | 13                                    | 1,792     | 161            | 38                     | 96                                  | 2        | -             | -                                  |
| House furnishings (except as specified)                     | 25                                    | 3,127     | 139            | 38                     | 62                                  | 1        | 8             | 8                                  |
| Groceries and foods (except farm products)                  | 15                                    | 2,979     | 81             | 2.7                    | 16                                  | 44       | 1             | 10                                 |
| Hardware  | 11                                    | 1,385     | 148            | 10.7                   | 28                                  | 62       | -             | 10                                 |
| Jewelry and optical goods                                   | 15                                    | 976       | 102            | 10.5                   | 26                                  | 50       | -             | -                                  |
| Jewelry (general line)                                      | 6                                     | 636       | 85             | 25                     | 49                                  | -        | -             | -                                  |
| All other   | 9                                     | 340       | 17             | 1                      | 1                                   | -        | -             | -                                  |
| Lumber and building materials (other than metal)            | 16                                    | 2,891     | 135            | 4.7                    | 30                                  | 75       | 32            | 7                                  |
| Lumber and millwork   | 9                                     | 2,253     | 73             | 16                     | 28                                  | -        | 1             | 1                                  |
| All other   | 7                                     | 638       | 62             | 14                     | 47                                  | 32       | 6             | 6                                  |
| Machinery, equipment and supplies (except electrical)       | 124                                   | 8,361     | 1,415          | 16.9                   | 283                                 | 621      | 25            | 146                                |
| Commercial machinery, equipment and supplies                | 19                                    | 791       | 153            | 52                     | 85                                  | 10       | 7             | 7                                  |
| Office equipment and supplies (except furniture)            | 6                                     | 354       | 116            | 45                     | 66                                  | 3        | 2             | 2                                  |
| Store equipment and supplies                                | 4                                     | 14        | 3              | 1                      | 1                                   | -        | 1             | 1                                  |
| All other   | 9                                     | 423       | 34             | 6                      | 18                                  | 7        | 4             | 4                                  |
| Construction machinery, equipment and supplies              | 10                                    | 293       | 71             | 16                     | 33                                  | 1        | 2             | 2                                  |
| Road machinery and equipment                                | 3                                     | 52        | 10             | 2                      | 3                                   | -        | 1             | 1                                  |
| All other   | 7                                     | 241       | 61             | 14                     | 30                                  | 1        | 1             | 1                                  |
| Industrial machinery, equipment and supplies                | 59                                    | 3,517     | 396            | 105                    | 177                                 | 9        | 20            | 20                                 |
| Bottles and bottling equipment                              | 3                                     | 681       | 34             | 5                      | 5                                   | -        | -             | -                                  |
| Machins tools   | 4                                     | 367       | 13             | 4                      | 4                                   | -        | -             | -                                  |
| Mill and mine supplies (general line)                       | 3                                     | 63        | 12             | 10                     | 8                                   | -        | 1             | 1                                  |
| All other   | 49                                    | 2,406     | 337            | 86                     | 160                                 | 9        | 19            | 19                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information was withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS       | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| Machinery, equipment and supplies (except electrical) (continued) |                                       |           |                |                             |                                     |          |               |                                    |
| Service equipment and supplies                                    | 11                                    | \$471     | \$102          |                             | 17                                  | \$58     | \$-           | \$13                               |
| Laundry equipment and supplies                                    | 3                                     | 65        | 13             |                             | 5                                   | 7        | -             | 11                                 |
| All other   | 8                                     | 406       | 89             |                             | 12                                  | 51       | -             | 2                                  |
| Transportation equipment and supplies                             | 20                                    | 3,076     | 652            |                             | 84                                  | 243      | 5             | 90                                 |
| All other   | 5                                     | 233       | 31             |                             | 9                                   | 20       | -             | 14                                 |
| Metals (except scrap)   | 10                                    | 1,588     | 27             | 1.7                         | 10                                  | 12       | 1             | -                                  |
| Iron and steel  | 4                                     | 300       | 9              |                             | 3                                   | 4        | -             | -                                  |
| Other metal and metal work  | 6                                     | 1,288     | 18             |                             | 7                                   | 8        | 1             | -                                  |
| Paper and its products  | 24                                    | 3,491     | 234            | 6.7                         | 46                                  | 68       | 4             | 3                                  |
| Paper and its products (general line)                             | 6                                     | 2,500     | 110            |                             | 30                                  | 51       | 1             | -                                  |
| Paper and its products (specialty line)                           | 13                                    | 718       | 30             |                             | 8                                   | 10       | 1             | 3                                  |
| Stationery and stationery supplies                                | 5                                     | 273       | 94             |                             | 8                                   | 7        | 2             | -                                  |
| Plumbing and heating equipment and supplies                       | 9                                     | 1,052     | 119            | 11.3                        | 13                                  | 22       | 6             | 1                                  |
| All other kinds of business                                       | 45                                    | 7,624     | 768            | 10.1                        | 167                                 | 425      | 23            | 852                                |
| Beer  | 9                                     | 703       | 82             |                             | 21                                  | 36       | 1             | 8                                  |
| Forest products (except lumber)                                   | 4                                     | 2,802     | 118            |                             | 27                                  | 56       | -             | 442                                |
| Leather   | 4                                     | 177       | 3              |                             | -                                   | -        | -             | -                                  |
| Leather goods   | 5                                     | 204       | 10             |                             | 2                                   | 3        | -             | -                                  |
| Newspapers and magazines  | 5                                     | 965       | 372            |                             | 87                                  | 226      | 22            | 2                                  |
| Miscellaneous   | 18                                    | 2,753     | 183            |                             | 50                                  | 104      | -             | 400                                |
| SELLING AGENTS  | 150                                   | 80,833    | 4,627          | 5.7                         | 925                                 | 2,173    | 41            | 824                                |
| Chemicals   | 6                                     | 2,474     | 344            | 13.9                        | 66                                  | 78       | -             | 186                                |
| Clothing and furnishings  | 12                                    | 2,150     | 94             | 4.3                         | 21                                  | 46       | 2             | 4                                  |
| Clothing, women's and children's                                  | 7                                     | 1,395     | 77             |                             | 19                                  | 41       | 2             | 3                                  |
| All other   | 5                                     | 784       | 17             |                             | 2                                   | 7        | -             | 1                                  |
| Coal  | 33                                    | 21,268    | 1,490          | 7.0                         | 289                                 | 716      | 12            | 63                                 |
| Drugs and drug sundries   | 3                                     | 937       | 295            | 31.5                        | 145                                 | 180      | -             | -                                  |
| Dry goods   | 19                                    | 18,932    | 293            | 1.5                         | 57                                  | 167      | -             | 1                                  |
| Piece goods   | 14                                    | 15,700    | 242            |                             | 48                                  | 154      | -             | -                                  |
| All other   | 5                                     | 3,232     | 51             |                             | 9                                   | 33       | -             | 1                                  |
| Electrical goods  | 3                                     | 424       | 35             | 8.3                         | 6                                   | 22       | 6             | 12                                 |
| Farm products—raw materials                                       | 3                                     | 1,197     | 20             | 1.7                         | 8                                   | 11       | -             | 6                                  |
| Furniture and house furnishings                                   | 7                                     | 2,352     | 247            | 10.5                        | 50                                  | 98       | 7             | -                                  |
| Groceries and foods (except farm products)                        | 10                                    | 3,130     | 36             | 1.2                         | 10                                  | 15       | -             | 22                                 |
| Lumber and building materials (other than metal)                  | 18                                    | 3,947     | 719            | 18.2                        | 90                                  | 299      | 4             | 272                                |
| Lumber and millwork   | 10                                    | 1,947     | 142            |                             | 29                                  | 67       | 3             | 20                                 |
| All other   | 8                                     | 2,000     | 577            |                             | 61                                  | 232      | 1             | 252                                |
| Machinery, equipment and supplies (except electrical)             | 6                                     | 1,596     | 149            | 9.3                         | 27                                  | 99       | 4             | -                                  |
| Metals (except scrap)   | 7                                     | 10,781    | 569            | 5.3                         | 87                                  | 220      | 5             | 229                                |
| Paper and its products  | 6                                     | 2,974     | 105            | 3.5                         | 21                                  | 63       | 1             | 2                                  |
| Petroleum and its products  | 3                                     | 2,724     | 45             | 1.7                         | 8                                   | 34       | -             | -                                  |
| All other kinds of business                                       | 14                                    | 5,917     | 186            | 3.1                         | 40                                  | 105      | -             | 7                                  |
| OTHER AGENTS  | 13                                    | 18,616    | 559            | 3.0                         | 117                                 | 302      | 10            | 17                                 |
| Farm products—raw materials                                       | 5                                     | 1,026     | 37             | 3.6                         | 10                                  | 14       | 8             | 1                                  |
| All other kinds of business                                       | 8                                     | 17,590    | 522            | 3.0                         | 107                                 | 288      | 2             | 16                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time employees<br>(average) | PAY ROLL |               | Stocks on hand (end<br>of year) |
|---|------------------------------------|-----------|----------------|-----------------------------|----------------------------------|----------|---------------|---------------------------------|
|   |                                    |           | Amount         | Per-<br>cent<br>of<br>sales |                                  | Total    | Part-<br>time |                                 |
| <b>ALL OTHER TYPES</b>                                      |                                    |           |                |                             |                                  |          |               |                                 |
| <u>BULK TANK STATIONS (petroleum)</u>                       | 1,333                              | \$110,786 | \$26,276       | 23.7                        | 4,533                            | \$7,822  | \$95          | \$7,405                         |
| <u>CHAIN STORE WAREHOUSES</u>                               | 21                                 | 75,481    | 4,451          | 5.9                         | 1,195                            | 2,471    | 51            | 3,198                           |
| Groceries and foods (except farm products)                  | 14                                 | 61,746    | 3,090          | 5.0                         | 512                              | 1,265    | 30            | 2,156                           |
| All other kinds of business                                 | 7                                  | 13,733    | 1,351          | 9.8                         | 383                              | 808      | 1             | 1,012                           |
| <u>ASSEMBLERS AND COUNTRY BUYERS</u>                        | 660                                | 34,604    | 2,806          | 8.1                         | 972                              | 1,215    | 117           | 2,458                           |
| Farm products—raw materials                                 | 169                                | 21,765    | 1,337          | 6.1                         | 331                              | 596      | 38            | 1,766                           |
| Grain   | 151                                | 17,835    | 1,151          | 6.5                         | 323                              | 527      | 18            | 1,568                           |
| Hides, skins and furs (raw)                                 | 14                                 | 466       | 66             | 16                          | 16                               | 29       | 9             | 118                             |
| Horses and mules  | 5                                  | 166       | 6              | 3                           | 3                                | 2        | 1             | -                               |
| Livestock   | 35                                 | 3,018     | 102            | 3                           | 35                               | 33       | 8             | 25                              |
| All other   | 7                                  | 281       | 22             | 8                           | 4                                | 6        | 2             | 61                              |
| Farm products—consumer goods                                | 455                                | 11,833    | 1,363          | 11.5                        | 548                              | 580      | 74            | 467                             |
| Dairy products (general line)                               | 17                                 | 846       | 875            | 101                         | 154                              | 6        | 7             | -                               |
| Milk and cream  | 16                                 | 82        | 12             | 15                          | 5                                | 1        | -             | -                               |
| Poultry and poultry products                                | 175                                | 4,921     | 490            | 21.5                        | 219                              | 37       | 141           | 141                             |
| Dairy and poultry products                                  | 206                                | 3,705     | 394            | 16.6                        | 157                              | 25       | 250           | 250                             |
| Fruits and vegetables (fresh)                               | 36                                 | 598       | 156            | 38                          | 30                               | 5        | 52            | 52                              |
| All other   | 6                                  | 1,711     | 38             | 2                           | 19                               | 15       | -             | 7                               |
| Farm supplies   | 17                                 | 745       | 68             | 9.1                         | 29                               | 24       | 4             | 164                             |
| Feed  | 12                                 | 464       | 39             | 8                           | 18                               | 14       | 3             | 43                              |
| Seeds   | 5                                  | 281       | 29             | 11                          | 11                               | 10       | 1             | 121                             |
| All other kinds of business                                 | 6                                  | 230       | 36             | 16.5                        | 14                               | 15       | 1             | 41                              |
| <u>COOPERATIVE MARKETING ASSOCIATIONS</u>                   | 125                                | 66,563    | 1,720          | 2.6                         | 545                              | 611      | 55            | 513                             |
| Farm products—raw materials                                 | 65                                 | 53,628    | 1,234          | 2.3                         | 330                              | 665      | 31            | 841                             |
| Grain   | 48                                 | 3,359     | 248            | 7.4                         | 150                              | 5        | 314           | 314                             |
| All other   | 37                                 | 50,266    | 986            | 2                           | 256                              | 545      | 26            | 27                              |
| Farm products—consumer goods                                | 38                                 | 11,938    | 374            | 3.1                         | 162                              | 182      | 2             | 26                              |
| Dairy products (general line)                               | 7                                  | 335       | 53             | 16                          | 27                               | 23       | -             | 7                               |
| Milk and cream  | 5                                  | 167       | 11             | 7                           | 6                                | 1        | -             | -                               |
| Dairy and poultry products                                  | 9                                  | 5,718     | 219            | 3.8                         | 96                               | 102      | 1             | 14                              |
| All other   | 7                                  | 5,718     | 9              | 0.2                         | 32                               | 51       | -             | 1                               |
| Farm supplies   | 12                                 | 800       | 112            | 14.0                        | 53                               | 64       | 2             | 150                             |
| <u>ELEVATORS</u>  | 810                                | 56,685    | 3,094          | 5.4                         | 1,216                            | 1,429    | 154           | 5,498                           |
| <u>CREAM STATIONS</u>                                       | 242                                | 1,624     | 182            | 11.2                        | 103                              | 99       | 31            | 65                              |
| <b>CHICAGO</b>  | 6,108                              | 2,515,720 | 261,324        | 11.5                        | 70,294                           | 123,901  | 2,688         | 155,983                         |
| Wholesalers proper  | 3,678                              | 806,785   | 132,512        | 16.4                        | 40,471                           | 64,069   | 1,977         | 102,142                         |
| Manufacturers' sales branches                               | 1,188                              | 744,006   | 97,297         | 13.1                        | 22,531                           | 24,787   | 656           | 42,056                          |
| Agents and brokers  | 1,143                              | 806,710   | 20,977         | 2.6                         | 4,659                            | 10,240   | 292           | 6,226                           |
| All other types   | 99                                 | 159,217   | 10,538         | 6.7                         | 2,633                            | 4,865    | 63            | 5,549                           |
| <b>WHOLESALE MERCHANTS</b>                                  | 3,379                              | 743,950   | 124,030        | 16.7                        | 38,066                           | 59,946   | 1,825         | 96,070                          |
| Amusement and sporting goods                                | 65                                 | 5,239     | 1,484          | 28.3                        | 433                              | 663      | 34            | 961                             |
| Moving picture films  | 15                                 | 762       | 227            | 30                          | 52                               | 105      | 3             | 76                              |
| Sporting goods (general line)                               | 4                                  | 1,624     | 473            | 29                          | 158                              | 198      | -             | 31.8                            |
| Toys, novelties, and fireworks                              | 27                                 | 1,156     | 317            | 27.4                        | 101                              | 144      | 18            | 141                             |
| All other   | 19                                 | 1,797     | 467            | 26                          | 188                              | 228      | 13            | 426                             |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             |                                     | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total    | Part-<br>time |                                    |
| WHOLESALE MERCHANTS (continued)                             |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 226                                   | \$29,842  | \$5,329        | 17.9                        | 1,902                               | \$2,731  | \$31          | \$3,257                            |
| Automobiles and other motor vehicles                        | 22                                    | 8,063     | 943            |                             | 411                                 | 537      | 1             | 374                                |
| Automobile equipment, accessories and parts                 | 168                                   | 10,692    | 3,425          |                             | 1,255                               | 1,765    | 24            | 2,469                              |
| Tires and tubes   | 36                                    | 11,087    | 961            |                             | 236                                 | 489      | 6             | 414                                |
| Chemicals   | 66                                    | 6,901     | 1,756          | 25.4                        | 450                                 | 811      | 25            | 1,019                              |
| Dyestuffs   | 4                                     | 1,129     | 181            |                             | 34                                  | 111      | 1             | 63                                 |
| Industrial chemicals  | 6                                     | 1,468     | 298            |                             | 63                                  | 153      | -             | 83                                 |
| Paints and varnishes  | 38                                    | 2,914     | 944            |                             | 265                                 | 395      | 12            | 735                                |
| All other   | 18                                    | 1,390     | 333            |                             | 88                                  | 182      | 12            | 138                                |
| Clothing and furnishings                                    | 247                                   | 38,692    | 5,990          | 15.5                        | 1,770                               | 2,885    | 105           | 3,895                              |
| Clothing and furnishings (general line)                     | 18                                    | 2,409     | 379            |                             | 149                                 | 162      | 8             | 210                                |
| Clothing, men's and boys'                                   | 42                                    | 4,802     | 535            |                             | 158                                 | 249      | 8             | 783                                |
| Clothing, women's and children's                            | 72                                    | 13,565    | 1,550          |                             | 443                                 | 757      | 60            | 599                                |
| Furnishings (general line)                                  | 4                                     | 150       | 27             |                             | 10                                  | 12       | -             | 32                                 |
| Furnishings, men's and boys'                                | 31                                    | 7,131     | 1,643          |                             | 423                                 | 835      | 9             | 1,159                              |
| Furnishings, women's and children's                         | 20                                    | 1,879     | 377            |                             | 110                                 | 188      | 2             | 244                                |
| Hosiery   | 17                                    | 2,356     | 264            |                             | 68                                  | 126      | 3             | 119                                |
| Millinery and millinery supplies                            | 18                                    | 2,043     | 467            |                             | 205                                 | 177      | 7             | 64                                 |
| Shoes and other footwear                                    | 25                                    | 4,349     | 738            |                             | 204                                 | 369      | 8             | 725                                |
| Coal  | 62                                    | 14,921    | 2,718          | 18.2                        | 596                                 | 1,254    | 128           | 2,002                              |
| Drugs and drug sundries                                     | 54                                    | 19,237    | 2,794          | 14.5                        | 761                                 | 1,303    | 11            | 2,337                              |
| Drugs (general line)  | 11                                    | 11,922    | 1,228          |                             | 347                                 | 695      | 2             | 1,546                              |
| Drugs (specialty lines)                                     | 8                                     | 150       | 58             |                             | 26                                  | 32       | 2             | 33                                 |
| Patent medicines  | 6                                     | 310       | 62             |                             | 18                                  | 25       | 1             | 31                                 |
| Toilet articles and preparations                            | 16                                    | 2,413     | 787            |                             | 230                                 | 385      | 3             | 251                                |
| All other   | 13                                    | 4,440     | 649            |                             | 80                                  | 166      | 3             | 496                                |
| Dry goods   | 161                                   | 65,525    | 12,092         | 18.5                        | 4,679                               | 5,917    | 37            | 15,939                             |
| Dry goods (general line)                                    | 16                                    | 49,028    | 9,362          |                             | 3,877                               | 4,710    | 6             | 13,053                             |
| Knit goods  | 13                                    | 2,557     | 451            |                             | 130                                 | 203      | 8             | 247                                |
| Notions   | 31                                    | 2,030     | 393            |                             | 132                                 | 158      | 5             | 335                                |
| Piece goods   | 62                                    | 8,925     | 1,359          |                             | 338                                 | 557      | 7             | 1,561                              |
| All other   | 39                                    | 2,985     | 527            |                             | 202                                 | 289      | 11            | 743                                |
| Electrical goods  | 122                                   | 17,310    | 4,278          | 24.7                        | 1,487                               | 2,298    | 31            | 2,369                              |
| Electrical appliances, equipment and supplies               | 85                                    | 11,413    | 2,583          |                             | 807                                 | 1,416    | 20            | 1,653                              |
| Radios and radio equipment                                  | 28                                    | 2,594     | 771            |                             | 206                                 | 329      | 10            | 612                                |
| Refrigerators   | 9                                     | 3,303     | 924            |                             | 474                                 | 553      | 1             | 234                                |
| Farm products-raw materials                                 | 44                                    | 43,594    | 4,757          | 10.9                        | 892                                 | 2,032    | 4             | 8,532                              |
| Grain   | 8                                     | 37,334    | 4,103          |                             | 751                                 | 1,764    | 3             | 8,003                              |
| Hides, skins, and furs (raw)                                | 23                                    | 3,278     | 403            |                             | 98                                  | 170      | 1             | 414                                |
| Tobacco (leaf)  | 3                                     | 167       | 62             |                             | 14                                  | 36       | -             | 44                                 |
| Wool and mohair   | 3                                     | 1,895     | 79             |                             | 12                                  | 16       | -             | 22                                 |
| All other   | 7                                     | 920       | 110            |                             | 17                                  | 46       | -             | 99                                 |
| Farm products-consumer goods                                | 378                                   | 128,676   | 12,287         | 9.5                         | 3,131                               | 5,648    | 134           | 3,860                              |
| Dairy products (general line)                               | 24                                    | 6,726     | 2,062          |                             | 526                                 | 978      | 8             | 26                                 |
| Cheese  | 13                                    | 6,277     | 876            |                             | 180                                 | 237      | -             | 316                                |
| Milk and cream  | 6                                     | 1,450     | 366            |                             | 103                                 | 206      | -             | 6                                  |
| All other dairy products                                    | 3                                     | 9,761     | 151            |                             | 9                                   | 31       | -             | 220                                |
| Poultry and poultry products                                | 74                                    | 27,412    | 1,618          |                             | 510                                 | 765      | 25            | 386                                |
| Dairy and poultry products                                  | 55                                    | 27,548    | 2,782          |                             | 791                                 | 1,492    | 22            | 1,659                              |
| Fruits and vegetables (fresh)                               | 199                                   | 45,731    | 4,208          |                             | 1,035                               | 1,831    | 78            | 901                                |
| All other   | 4                                     | 3,771     | 225            |                             | 88                                  | 108      | 4             | 336                                |

## WHOLESALE DISTRIBUTION: 1933

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For States and Cities of 5,000 Population and Over

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALE MERCHANTS (continued)                             |                                       |           |                |                             |                                     |          |               |                                    |
| Farm supplies   | 18                                    | \$8,390   | \$2,301        | 27.4                        | 953                                 | \$994    | \$18          | \$1,175                            |
| Feed  | 6                                     | 1,219     | 258            |                             | 71                                  | 125      | 2             | 120                                |
| Seeds   | 12                                    | 7,171     | 2,043          |                             | 882                                 | 869      | 16            | 1,053                              |
| Furniture and house furnishings                             | 136                                   | 10,604    | 2,714          | 25.6                        | 920                                 | 1,408    | 83            | 2,598                              |
| China, glassware and crockery                               | 12                                    | 320       | 142            |                             | 56                                  | 78       | 1             | 69                                 |
| Floor coverings   | 13                                    | 3,200     | 678            |                             | 123                                 | 291      | 29            | 1,165                              |
| Furniture   | 40                                    | 2,229     | 590            |                             | 212                                 | 276      | 11            | 365                                |
| House furnishings (except as specified)                     | 63                                    | 3,235     | 839            |                             | 396                                 | 498      | 42            | 666                                |
| Musical instruments and sheet music                         | 8                                     | 1,560     | 465            |                             | 128                                 | 255      | -             | 353                                |
| General merchandise   | 3                                     | 11,066    | 2,071          | 18.7                        | 775                                 | 894      | 19            | 1,710                              |
| Groceries and foods (except farm products)                  | 494                                   | 153,274   | 20,827         | 15.6                        | 6,821                               | 10,789   | 261           | 11,390                             |
| Groceries (general line)                                    | 45                                    | 43,323    | 7,440          |                             | 2,859                               | 4,301    | 23            | 6,687                              |
| Confectionery and soft drinks                               | 68                                    | 18,454    | 2,178          |                             | 729                                 | 1,048    | 11            | 865                                |
| Fish and sea foods  | 44                                    | 8,012     | 2,150          |                             | 370                                 | 317      | 49            | 506                                |
| Meats and meat products                                     | 118                                   | 23,671    | 3,393          |                             | 1,045                               | 1,820    | 53            | 555                                |
| Other food and grocery specialties                          | 219                                   | 39,814    | 5,669          |                             | 1,809                               | 2,803    | 127           | 2,767                              |
| Hardware  | 41                                    | 12,107    | 2,617          | 21.6                        | 1,012                               | 1,128    | 10            | 3,678                              |
| Hardware (general line)                                     | 9                                     | 9,915     | 2,116          |                             | 848                                 | 862      | 8             | 3,298                              |
| Hardware (specialty lines)                                  | 32                                    | 2,192     | 499            |                             | 164                                 | 266      | 2             | 380                                |
| Jewelry and optical goods                                   | 114                                   | 12,288    | 3,293          | 26.8                        | 915                                 | 1,441    | 40            | 3,802                              |
| Jewelry (general line)                                      | 44                                    | 5,036     | 1,407          |                             | 442                                 | 606      | 11            | 2,587                              |
| Clocks and watches  | 11                                    | 3,245     | 554            |                             | 94                                  | 215      | 5             | 367                                |
| Diamonds and other precious stones                          | 7                                     | 222       | 81             |                             | 10                                  | 23       | 6             | 236                                |
| Other jewelry specialties                                   | 37                                    | 1,793     | 498            |                             | 151                                 | 229      | 14            | 433                                |
| Optical goods   | 15                                    | 1,989     | 783            |                             | 218                                 | 368      | 4             | 377                                |
| Lumber and building materials (other than metal)            | 91                                    | 9,292     | 3,189          | 34.3                        | 794                                 | 1,484    | 300           | 2,223                              |
| Lumber and millwork   | 46                                    | 4,022     | 1,137          |                             | 288                                 | 513      | 78            | 1,382                              |
| Cement  | 3                                     | 259       | 40             |                             | 10                                  | 17       | -             | 42                                 |
| Glass   | 12                                    | 616       | 291            |                             | 32                                  | 196      | 148           | 63                                 |
| All other   | 30                                    | 4,396     | 1,721          |                             | 461                                 | 768      | 74            | 736                                |
| Machinery, equipment and supplies (except electrical)       | 310                                   | 29,258    | 8,846          | 30.2                        | 2,716                               | 4,314    | 174           | 6,988                              |
| Commercial machinery, equipment and supplies                | 58                                    | 3,843     | 1,143          |                             | 387                                 | 526      | 22            | 801                                |
| Construction machinery, equipment and supplies              | 7                                     | 1,854     | 673            |                             | 74                                  | 222      | -             | 694                                |
| Farm and dairy machinery and equipment                      | 3                                     | 180       | 23             |                             | 10                                  | 13       | 2             | 36                                 |
| Industrial machinery, equipment and supplies                | 114                                   | 10,893    | 2,935          |                             | 885                                 | 1,556    | 100           | 2,119                              |
| Bottles and bottling equipment                              | 12                                    | 900       | 167            |                             | 42                                  | 78       | 8             | 86                                 |
| Mill and mine supplies (general line)                       | 24                                    | 5,254     | 1,211          |                             | 407                                 | 623      | 33            | 1,176                              |
| All other   | 78                                    | 4,739     | 1,357          |                             | 429                                 | 849      | 58            | 838                                |
| Professional equipment and supplies                         | 57                                    | 4,347     | 1,322          |                             | 422                                 | 700      | 27            | 1,238                              |
| Service equipment and supplies                              | 56                                    | 6,183     | 2,068          |                             | 760                                 | 1,032    | 9             | 1,961                              |
| Barber and beauty parlor equipment and supplies             | 19                                    | 1,574     | 537            |                             | 210                                 | 223      | 1             | 222                                |
| Laundry equipment and supplies                              | 5                                     | 1,117     | 324            |                             | 65                                  | 157      | 2             | 158                                |
| All other   | 34                                    | 3,492     | 1,228          |                             | 485                                 | 655      | 6             | 1,501                              |
| Transportation equipment and supplies                       | 13                                    | 2,018     | 593            |                             | 118                                 | 262      | 8             | 239                                |



## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS  | Number of<br>estab-<br>lish-<br>ments | Net sales       | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL       |               | Stocks on<br>hand (end<br>of year) |
|--|---------------------------------------|-----------------|----------------|-----------------------------|-------------------------------------|----------------|---------------|------------------------------------|
|  |                                       |                 | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total          | Part-<br>time |                                    |
| <b>WHOLESALE MERCHANTS (continued)</b>                       |                                       |                 |                |                             |                                     |                |               |                                    |
| <b>Metals (except scrap)</b>                                 | <b>50</b>                             | <b>\$15,204</b> | <b>\$3,575</b> | <b>23.5</b>                 | <b>1,182</b>                        | <b>\$2,150</b> | <b>\$71</b>   | <b>\$5,755</b>                     |
| Iron and steel   | 29                                    | 13,419          | 3,245          | 24.2                        | 1,066                               | 1,992          | 54            | 5,447                              |
| Sheet metal products   | 7                                     | 422             | 79             | 18.7                        | 28                                  | 51             | 8             | 40                                 |
| Other metal and metal works                                  | 14                                    | 1,563           | 251            | 15.9                        | 68                                  | 107            | 9             | 268                                |
| <b>Paper and its products</b>                                | <b>126</b>                            | <b>27,602</b>   | <b>5,927</b>   | <b>21.5</b>                 | <b>1,879</b>                        | <b>3,221</b>   | <b>65</b>     | <b>4,165</b>                       |
| Paper and its products (general line)                        | 29                                    | 12,655          | 2,651          | 20.9                        | 881                                 | 1,465          | 47            | 1,816                              |
| Paper and its products (specialty lines)                     | 60                                    | 10,939          | 2,131          | 19.4                        | 624                                 | 1,179          | 13            | 1,487                              |
| Stationery and stationery supplies                           | 22                                    | 2,242           | 314            | 14.0                        | 214                                 | 310            | 4             | 342                                |
| Wall paper   | 15                                    | 1,766           | 601            | 33.9                        | 160                                 | 247            | 2             | 540                                |
| <b>Petroleum and its products</b>                            | <b>51</b>                             | <b>12,512</b>   | <b>1,447</b>   | <b>11.6</b>                 | <b>502</b>                          | <b>590</b>     | <b>8</b>      | <b>425</b>                         |
| <b>Plumbing and heating equipment and supplies</b>           | <b>65</b>                             | <b>5,194</b>    | <b>1,435</b>   | <b>27.6</b>                 | <b>453</b>                          | <b>702</b>     | <b>25</b>     | <b>1,104</b>                       |
| Pipe, valves and fittings                                    | 4                                     | 937             | 216            | 23.0                        | 63                                  | 95             | -             | 118                                |
| Plumbing and heating equipment (general line)                | 24                                    | 2,504           | 554            | 22.1                        | 178                                 | 237            | 3             | 664                                |
| Stoves and ranges  | 6                                     | 553             | 259            | 46.8                        | 80                                  | 143            | 1             | 79                                 |
| All other  | 31                                    | 1,200           | 406            | 33.8                        | 132                                 | 229            | 21            | 243                                |
| <b>Tobacco and its products (except leaf)</b>                | <b>59</b>                             | <b>22,096</b>   | <b>1,054</b>   | <b>4.8</b>                  | <b>356</b>                          | <b>598</b>     | <b>15</b>     | <b>1,037</b>                       |
| <b>Waste materials</b>                                       | <b>119</b>                            | <b>12,834</b>   | <b>1,537</b>   | <b>12.3</b>                 | <b>563</b>                          | <b>832</b>     | <b>51</b>     | <b>1,237</b>                       |
| Iron and steel scrap   | 23                                    | 5,869           | 640            | 10.9                        | 132                                 | 370            | 12            | 748                                |
| Junk and scrap (general line)                                | 60                                    | 3,584           | 414            | 11.5                        | 128                                 | 201            | 29            | 320                                |
| Waste paper, rags and rubber                                 | 36                                    | 3,081           | 483            | 15.7                        | 303                                 | 261            | 10            | 189                                |
| <b>All other products</b>                                    | <b>297</b>                            | <b>51,774</b>   | <b>9,732</b>   | <b>18.8</b>                 | <b>2,324</b>                        | <b>3,659</b>   | <b>146</b>    | <b>4,483</b>                       |
| Bags and bagging   | 21                                    | 1,257           | 288            | 23.0                        | 164                                 | 162            | 8             | 202                                |
| Beer   | 17                                    | 21,802          | 4,841          | 22.2                        | 424                                 | 1,122          | 15            | 259                                |
| Books and periodicals  | 15                                    | 1,669           | 527            | 31.6                        | 159                                 | 237            | 30            | 480                                |
| Flowers and nursery stock                                    | 30                                    | 1,671           | 497            | 29.7                        | 172                                 | 259            | 10            | 160                                |
| Forest products (except lumber)                              | 26                                    | 1,681           | 392            | 23.3                        | 158                                 | 246            | 13            | 157                                |
| Leather  | 20                                    | 6,783           | 401            | 5.9                         | 104                                 | 206            | 1             | 540                                |
| Leather goods  | 37                                    | 2,421           | 329            | 13.6                        | 95                                  | 157            | 5             | 427                                |
| Newspapers and magazines                                     | 5                                     | 3,063           | 685            | 22.4                        | 405                                 | 537            | 19            | 141                                |
| Oils and greases (animal and vegetable)                      | 4                                     | 1,580           | 185            | 11.7                        | 70                                  | 90             | -             | 136                                |
| Rubber goods (general line)                                  | 4                                     | 288             | 49             | 17.0                        | 23                                  | 25             | -             | 15                                 |
| Wines and spirituous liquors                                 | 67                                    | 3,209           | 477            | 14.8                        | 158                                 | 230            | 10            | 1,308                              |
| Yarn   | 3                                     | 655             | 73             | 11.1                        | 24                                  | 24             | 3             | 87                                 |
| Miscellaneous kinds of business                              | 48                                    | 5,695           | 988            | 17.3                        | 367                                 | 512            | 32            | 571                                |
| <b>IMPORTERS</b>   | <b>111</b>                            | <b>28,065</b>   | <b>3,373</b>   | <b>12.0</b>                 | <b>1,064</b>                        | <b>1,691</b>   | <b>15</b>     | <b>4,150</b>                       |
| <b>Amusement and sporting goods</b>                          | <b>3</b>                              | <b>45</b>       | <b>9</b>       | <b>20.0</b>                 | <b>4</b>                            | <b>3</b>       | <b>-</b>      | <b>12</b>                          |
| <b>Drugs and drug sundries</b>                               | <b>3</b>                              | <b>297</b>      | <b>54</b>      | <b>18.2</b>                 | <b>22</b>                           | <b>29</b>      | <b>-</b>      | <b>85</b>                          |
| <b>Dry goods</b>   | <b>21</b>                             | <b>997</b>      | <b>163</b>     | <b>17.0</b>                 | <b>69</b>                           | <b>101</b>     | <b>1</b>      | <b>96</b>                          |
| Notions  | 10                                    | 274             | 63             | 22.8                        | 22                                  | 36             | 1             | 48                                 |
| All other  | 11                                    | 683             | 100            | 14.6                        | 38                                  | 65             | -             | 48                                 |
| <b>Furniture and house furnishings</b>                       | <b>7</b>                              | <b>441</b>      | <b>110</b>     | <b>24.9</b>                 | <b>29</b>                           | <b>53</b>      | <b>-</b>      | <b>163</b>                         |
| House furnishings  | 4                                     | 347             | 89             | 25.6                        | 28                                  | 47             | -             | 156                                |
| All other  | 3                                     | 94              | 21             | 22.3                        | 3                                   | 6              | -             | 27                                 |
| <b>Groceries and foods (except farm products)</b>            | <b>41</b>                             | <b>12,475</b>   | <b>2,224</b>   | <b>17.8</b>                 | <b>754</b>                          | <b>1,138</b>   | <b>6</b>      | <b>2,179</b>                       |
| <b>Jewelry and optical goods</b>                             | <b>6</b>                              | <b>147</b>      | <b>30</b>      | <b>20.4</b>                 | <b>14</b>                           | <b>16</b>      | <b>-</b>      | <b>35</b>                          |
| Diamonds and other precious stones                           | 3                                     | 108             | 17             | 15.7                        | 6                                   | 8              | -             | 10                                 |
| Other jewelry specialties                                    | 3                                     | 39              | 13             | 33.3                        | 8                                   | 8              | -             | 25                                 |
| <b>Machinery, equipment and supplies (except electrical)</b> | <b>5</b>                              | <b>366</b>      | <b>110</b>     | <b>30.1</b>                 | <b>34</b>                           | <b>47</b>      | <b>3</b>      | <b>176</b>                         |

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## WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lishments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>IMPORTERS (continued)</b>                                |                                  |           |                |                             |                                     |          |               |                                    |
| Metals (except scrap)                                       | 3                                | \$82      | \$27           | 32.9                        | 9                                   | \$16     | 1             | \$57                               |
| All other kinds of business                                 | 22                               | 13,255    | 645            | 4.9                         | 158                                 | 272      | 7             | 1,377                              |
| <b>LIMITED FUNCTION WHOLESALERS</b>                         |                                  |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 188                              | 34,790    | 5,109          | 14.7                        | 1,341                               | 2,432    | 37            | 1,923                              |
| Automotive products   | 5                                | 120       | 43             | 35.9                        | 17                                  | 21       | -             | 55                                 |
| Clothing and furnishings                                    | 5                                | 3,165     | 776            | 24.5                        | 163                                 | 261      | 1             | 585                                |
| Coal  | 4                                | 160       | 17             | 10.6                        | 6                                   | 9        | -             | 1                                  |
| Drugs and drug sundries                                     | 16                               | 15,008    | 1,429          | 9.5                         | 266                                 | 733      | 10            | -                                  |
| Drugs (specialty lines)                                     | 7                                | 268       | 39             | 14.6                        | 16                                  | 17       | 1             | 37                                 |
| All other   | 3                                | 61        | 17             | 8                           | 8                                   | 8        | -             | 5                                  |
| Dry goods   | 4                                | 207       | 22             | 8                           | 8                                   | 9        | 1             | 32                                 |
| Farm products—consumer goods                                | 6                                | 1,409     | 98             | 7.0                         | 27                                  | 62       | 1             | 53                                 |
| Dairy products (general line)                               | 14                               | 996       | 244            | 24.5                        | 79                                  | 131      | 1             | 15                                 |
| Dairy and poultry products                                  | 4                                | 352       | 149            | 41                          | 74                                  | -        | -             | 31                                 |
| All other   | 7                                | 408       | 57             | 13.9                        | 23                                  | 36       | 1             | 15                                 |
| Furniture and house furnishings                             | 3                                | 226       | 38             | 15                          | 15                                  | 21       | -             | 1                                  |
| Furniture   | 12                               | 1,819     | 333            | 18.3                        | 80                                  | 110      | 8             | 308                                |
| House furnishings (except as specified)                     | 4                                | 1,070     | 91             | 15                          | 21                                  | -        | -             | 1                                  |
| Musical instruments and sheet music                         | 5                                | 467       | 95             | 25                          | 39                                  | 5        | 202           | 3                                  |
| Groceries and foods (except farm products)                  | 3                                | 282       | 147            | 40                          | 50                                  | 3        | 105           | 5                                  |
| Confectionery and soft drinks                               | 57                               | 3,970     | 481            | 12.1                        | 193                                 | 305      | 8             | 241                                |
| Meats and meat products                                     | 9                                | 113       | 86             | 11                          | 12                                  | 1        | 7             | -                                  |
| All other foods and grocery specialties                     | 22                               | 1,036     | 91             | 8.8                         | 38                                  | 50       | 4             | -                                  |
| Hardware  | 26                               | 2,621     | 364            | 14.7                        | 147                                 | 243      | 3             | 234                                |
| Jewelry and optical goods                                   | 5                                | 61        | 20             | 32.8                        | 9                                   | 12       | -             | 10                                 |
| Jewelry (general line)                                      | 6                                | 1,253     | 508            | 40.5                        | 189                                 | 305      | 2             | 273                                |
| Clocks and watches  | 3                                | 439       | 60             | 13                          | 13                                  | 16       | 2             | 52                                 |
| Lumber and building materials (other than metal)            | 3                                | 815       | 448            | 17.6                        | 176                                 | 289      | -             | 223                                |
| Machinery, equipment and supplies (except electrical)       | 11                               | 883       | 104            | 11.8                        | 22                                  | 48       | 1             | -                                  |
| Electrical  | 9                                | 674       | 334            | 49.6                        | 107                                 | 133      | -             | 152                                |
| Paper and its products                                      | 4                                | 887       | 92             | 10.4                        | 37                                  | 50       | -             | 18                                 |
| Petroleum and its products                                  | 6                                | 1,353     | 90             | 6.7                         | 15                                  | 40       | -             | -                                  |
| All other kinds of business                                 | 23                               | 2,704     | 501            | 18.5                        | 115                                 | 190      | 4             | 170                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                  |           |                |                             |                                     |          |               |                                    |
| <b>WITH STOCKS</b>  |                                  |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 763                              | 433,839   | 72,302         | 16.6                        | 17,470                              | 33,355   | 344           | 42,038                             |
| Moving picture films  | 10                               | 5,710     | 990            | 17.3                        | 347                                 | 468      | -             | 262                                |
| All other   | 5                                | 3,996     | 590            | 14.8                        | 194                                 | 358      | -             | 44                                 |
| Automotive products   | 5                                | 1,714     | 400            | 23.4                        | 183                                 | 110      | -             | 224                                |
| Automobiles and other motor vehicles                        | 43                               | 32,324    | 5,811          | 17.9                        | 1,228                               | 2,516    | 11            | 5,219                              |
| Automotive equipment, accessories and parts                 | 14                               | 18,204    | 2,387          | 13.1                        | 687                                 | 1,328    | -             | 1,549                              |
| Tires and tubes   | 16                               | 3,680     | 1,858          | 50.5                        | 279                                 | 509      | 4             | 507                                |
| Chemicals   | 13                               | 10,510    | 1,566          | 14.9                        | 302                                 | 679      | 7             | 1,363                              |
| Dyestuffs   | 56                               | 30,568    | 4,659          | 15.2                        | 962                                 | 2,116    | 2             | 3,872                              |
| Industrial chemicals  | 3                                | 499       | 92             | 18                          | 18                                  | 54       | -             | 68                                 |
| Paints and varnishes  | 12                               | 14,631    | 1,623          | 11.1                        | 291                                 | 748      | -             | 1,075                              |
| All other   | 22                               | 10,983    | 1,881          | 17.1                        | 407                                 | 774      | 1             | 2,274                              |
|   | 19                               | 4,465     | 1,093          | 24.5                        | 246                                 | 540      | 1             | 435                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WITH STOCKS (continued)                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Clothing and furnishings                                    | 45                                    | \$12,275  | \$2,437        | 19.9                        | 528                                 | \$1,170  | \$15          | \$2,477                            |
| Clothing, men's and boys'                                   | 8                                     | 1,215     | 179            |                             | 85                                  | 76       | 1             | 539                                |
| Clothing, women's and children's                            | 8                                     | 1,032     | 166            |                             | 87                                  | 99       | -             | 44                                 |
| Furnishings (general line)                                  | 4                                     | 1,366     | 278            |                             | 59                                  | 141      | 4             | 172                                |
| Furnishings, men's and boys'                                | 11                                    | 4,590     | 1,128          |                             | 239                                 | 501      | 1             | 782                                |
| Furnishings, women's and children's                         | 4                                     | 1,537     | 189            |                             | 50                                  | 113      | -             | 246                                |
| Hosiery   | 5                                     | 782       | 87             |                             | 26                                  | 50       | 1             | 117                                |
| All other   | 5                                     | 1,773     | 410            |                             | 92                                  | 191      | 8             | 527                                |
| Drugs and drug sundries                                     | 17                                    | 12,156    | 2,704          | 22.2                        | 407                                 | 821      | 2             | 571                                |
| Drugs (specialty lines)                                     | 5                                     | 5,128     | 1,347          |                             | 289                                 | 560      | -             | 239                                |
| Patent medicines  | 3                                     | 3,473     | 1,069          |                             | 47                                  | 150      | -             | 77                                 |
| Toilet articles and preparations                            | 5                                     | 2,562     | 197            |                             | 82                                  | 73       | 2             | 95                                 |
| All other   | 4                                     | 993       | 91             |                             | 19                                  | 38       | -             | 110                                |
| Dry goods   | 28                                    | 7,042     | 828            | 11.8                        | 208                                 | 396      | 4             | 741                                |
| Knit goods  | 3                                     | 117       | 24             |                             | 3                                   | 13       | -             | 13                                 |
| Notions   | 7                                     | 2,172     | 218            |                             | 84                                  | 139      | -             | 91                                 |
| Piece goods   | 14                                    | 3,319     | 298            |                             | 79                                  | 169      | 4             | 451                                |
| All other   | 4                                     | 1,454     | 288            |                             | 42                                  | 65       | -             | 186                                |
| Electrical goods  | 48                                    | 36,733    | 5,559          | 15.1                        | 1,828                               | 3,300    | 35            | 3,914                              |
| Electrical appliances equipment and supplies                | 41                                    | 31,868    | 4,924          |                             | 1,676                               | 2,984    | 30            | 3,561                              |
| Radios and radio equipment                                  | 4                                     | 4,761     | 597            |                             | 141                                 | 290      | -             | 338                                |
| Refrigerators   | 3                                     | 104       | 38             |                             | 11                                  | 26       | 5             | 15                                 |
| Farm products-consumer goods                                | 5                                     | 11,312    | 2,196          | 19.4                        | 339                                 | 707      | -             | 1,619                              |
| Furniture and house furnishings                             | 37                                    | 10,069    | 1,231          | 12.2                        | 316                                 | 585      | 8             | 709                                |
| Floor coverings   | 4                                     | 4,460     | 162            |                             | 35                                  | 87       | -             | 237                                |
| Furniture   | 15                                    | 2,356     | 608            |                             | 189                                 | 278      | 4             | 274                                |
| House furnishings (except china and glassware)              | 12                                    | 2,263     | 304            |                             | 74                                  | 150      | 3             | 94                                 |
| All other   | 6                                     | 990       | 157            |                             | 38                                  | 70       | 1             | 54                                 |
| Groceries and foods (except farm products)                  | 103                                   | 143,539   | 21,337         | 14.9                        | 4,159                               | 8,182    | 41            | 6,056                              |
| Confectionery and soft drinks                               | 8                                     | 17,770    | 4,214          |                             | 423                                 | 795      | -             | 1,136                              |
| Meats and meat products                                     | 35                                    | 49,500    | 4,295          |                             | 1,425                               | 2,569    | 25            | 1,846                              |
| Other food and grocery specialties                          | 60                                    | 77,269    | 12,828         |                             | 2,311                               | 4,828    | 16            | 3,025                              |
| Hardware  | 16                                    | 1,829     | 328            | 17.9                        | 96                                  | 178      | -             | 243                                |
| Jewelry and optical goods                                   | 18                                    | 3,539     | 798            | 22.5                        | 234                                 | 408      | -             | 667                                |
| Jewelry (general line)                                      | 3                                     | 1,127     | 63             |                             | 15                                  | 30       | -             | 56                                 |
| Other jewelry specialties                                   | 7                                     | 1,067     | 196            |                             | 49                                  | 100      | -             | 250                                |
| Optical goods   | 8                                     | 1,345     | 539            |                             | 170                                 | 273      | -             | 361                                |
| Lumber and building materials (other than metal)            | 20                                    | 12,011    | 2,245          | 18.7                        | 465                                 | 1,209    | 90            | 1,688                              |
| Lumber and millwork   | 4                                     | 1,398     | 152            |                             | 24                                  | 66       | 1             | 90                                 |
| Asbestos products   | 4                                     | 3,431     | 598            |                             | 144                                 | 321      | -             | 87                                 |
| Brick and tile  | 3                                     | 1,095     | 72             |                             | 12                                  | 33       | -             | 166                                |
| All other   | 9                                     | 6,087     | 1,423          |                             | 285                                 | 789      | 89            | 1,365                              |
| Machinery, equipment and supplies (except electrical)       | 173                                   | 48,610    | 10,405         | 21.4                        | 3,181                               | 6,003    | 60            | 6,909                              |
| Commercial machinery, equipment and supplies                | 30                                    | 6,956     | 1,789          |                             | 710                                 | 1,130    | 7             | 846                                |
| Office equipment and supplies (except furniture)            | 19                                    | 6,072     | 1,570          |                             | 628                                 | 1,000    | 4             | 791                                |
| All other   | 11                                    | 884       | 219            |                             | 82                                  | 130      | 3             | 55                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS       | Number of<br>establish-<br>ments | Net sales      | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL      |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|----------------|----------------|-----------------------------|-------------------------------------|---------------|---------------|------------------------------------|
|   |                                  |                | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total         | Part-<br>time |                                    |
| <b>WITH STOCKS (continued)</b>                                    |                                  |                |                |                             |                                     |               |               |                                    |
| Machinery, equipment and supplies (except electrical) (continued) |                                  |                |                |                             |                                     |               |               |                                    |
| Construction machinery, equipment and supplies                    | 8                                | \$2,098        | \$209          |                             | 82                                  | \$115         | \$-           | \$252                              |
| Farm and dairy machinery and equipment                            | 4                                | 1,995          | 426            |                             | 127                                 | 209           | 2             | 249                                |
| Industrial machinery, equipment and supplies                      | 93                               | 20,768         | 4,443          |                             | 1,132                               | 2,677         | 40            | 3,123                              |
| Machine tools   | 3                                | 1,484          | 167            |                             | 46                                  | 91            | 1             | 152                                |
| Mechanical rubber goods   | 6                                | 2,051          | 239            |                             | 56                                  | 135           | 1             | 112                                |
| Mill and mine supplies (general lines)                            | 3                                | 1,956          | 503            |                             | 115                                 | 292           | -             | 961                                |
| All other   | 61                               | 15,297         | 3,534          |                             | 915                                 | 2,159         | 38            | 1,898                              |
| Professional equipment and supplies                               | 24                               | 13,221         | 2,296          |                             | 825                                 | 1,183         | -             | 1,592                              |
| Dental equipment and supplies                                     | 3                                | 718            | 219            |                             | 79                                  | 106           | -             | 168                                |
| Surgical, medical and hospital equipment and supplies             | 8                                | 2,591          | 704            |                             | 273                                 | 326           | -             | 228                                |
| All other   | 13                               | 9,912          | 1,373          |                             | 473                                 | 751           | -             | 1,196                              |
| Service equipment and supplies                                    | 14                               | 3,572          | 1,242          |                             | 305                                 | 689           | 11            | 847                                |
| Laundry equipment and supplies                                    | 6                                | 1,968          | 690            |                             | 173                                 | 380           | 11            | 406                                |
| All other   | 8                                | 1,604          | 552            |                             | 132                                 | 309           | -             | 441                                |
| Metals (except scrap)   | 44                               | 17,202         | 2,131          | 12.4                        | 711                                 | 1,177         | 8             | 3,115                              |
| Iron and steel  | 25                               | 7,598          | 1,253          |                             | 478                                 | 785           | 2             | 2,475                              |
| Sheet metal products  | 5                                | 875            | 198            |                             | 56                                  | 84            | 5             | 125                                |
| Other metal and metal works                                       | 14                               | 8,729          | 680            |                             | 177                                 | 370           | 1             | 515                                |
| Paper and its products  | 26                               | 16,170         | 1,975          | 12.2                        | 586                                 | 950           | 3             | 1,027                              |
| Paper and its products (general line)                             | 3                                | 10,686         | 813            |                             | 306                                 | 580           | -             | 552                                |
| Paper and its products (specialty lines)                          | 15                               | 4,919          | 900            |                             | 196                                 | 467           | -             | 379                                |
| Stationery and stationery supplies                                | 8                                | 565            | 262            |                             | 84                                  | 113           | 3             | 96                                 |
| Plumbing and heating equipment and supplies                       | 26                               | 6,233          | 1,368          | 21.9                        | 450                                 | 732           | 20            | 937                                |
| Heating equipment (general line)                                  | 3                                | 384            | 97             |                             | 26                                  | 53            | -             | 106                                |
| Pipe, valves and fittings   | 3                                | 454            | 92             |                             | 32                                  | 39            | -             | 145                                |
| Plumbing and heating equipment (general line)                     | 5                                | 2,944          | 605            |                             | 229                                 | 323           | 4             | 419                                |
| All other   | 15                               | 2,451          | 574            |                             | 163                                 | 317           | 16            | 267                                |
| Tobacco and its products (except leaf)                            | 4                                | 3,954          | 585            | 14.8                        | 149                                 | 341           | 17            | 216                                |
| All other kinds of business                                       | 44                               | 24,473         | 4,715          | 19.3                        | 1,208                               | 2,126         | 28            | 3,790                              |
| Beer  | 3                                | 2,298          | 505            |                             | 78                                  | 147           | 2             | 41                                 |
| Books and periodicals   | 7                                | 3,178          | 1,396          |                             | 391                                 | 732           | 9             | 735                                |
| Cordage and twine   | 3                                | 2,308          | 195            |                             | 63                                  | 119           | 1             | 151                                |
| Forest products (except lumber)                                   | 6                                | 2,746          | 613            |                             | 88                                  | 145           | -             | 635                                |
| Leather   | 3                                | 3,946          | 255            |                             | 20                                  | 43            | 1             | 239                                |
| Leather goods   | 4                                | 872            | 221            |                             | 50                                  | 106           | 1             | 181                                |
| Miscellaneous   | 16                               | 9,325          | 1,630          |                             | 522                                 | 832           | 14            | 1,160                              |
| <b>WITHOUT STOCKS</b>   | <b>425</b>                       | <b>308,169</b> | <b>24,995</b>  | <b>8.1</b>                  | <b>5,061</b>                        | <b>11,372</b> | <b>315</b>    | <b>23</b>                          |
| Amusement and sporting goods                                      | 7                                | 3,216          | 1,099          | 33.9                        | 247                                 | 415           | -             | -                                  |
| Automotive products   | 5                                | 484            | 43             | 8.9                         | 10                                  | 25            | -             | -                                  |
| Chemicals   | 16                               | 5,640          | 550            | 9.7                         | 117                                 | 308           | 5             | 12                                 |
| Paints and varnishes  | 7                                | 1,075          | 298            |                             | 71                                  | 183           | 5             | 12                                 |
| All other   | 9                                | 2,563          | 258            |                             | 46                                  | 125           | -             | -                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number<br>of estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WITHOUT STOCKS (continued)                                  |                                       |           |                |                             |                                     |          |               |                                    |
| Clothing and furnishings                                    | 22                                    | \$4,164   | \$238          | 5.7                         | 55                                  | \$132    | \$1           | \$5                                |
| Clothing, men's and boys'                                   | 4                                     | 1,514     | 106            |                             | 17                                  | 48       | 1             | -                                  |
| Furnishings (general line)                                  | 6                                     | 459       | 24             |                             | 8                                   | 14       | -             | 5                                  |
| Furnishings, men's and boys'                                | 3                                     | 262       | 29             |                             | 13                                  | 18       | -             | -                                  |
| Furnishings, women's and children's                         | 3                                     | 69        | 19             |                             | 6                                   | 14       | -             | -                                  |
| All other   | 6                                     | 1,860     | 60             |                             | 11                                  | 38       | -             | -                                  |
| Coal  | 6                                     | 16,914    | 2,169          | 12.8                        | 313                                 | 840      | -             | -                                  |
| Drugs and drug sundries                                     | 6                                     | 3,871     | 1,000          | 25.8                        | 273                                 | 659      | -             | -                                  |
| Dry goods   | 28                                    | 9,321     | 600            | 6.4                         | 276                                 | 363      | 1             | -                                  |
| Notions   | 7                                     | 2,055     | 373            |                             | 223                                 | 237      | -             | -                                  |
| Piece goods   | 16                                    | 6,833     | 191            |                             | 46                                  | 103      | -             | -                                  |
| All other   | 5                                     | 433       | 36             |                             | 7                                   | 23       | 1             | -                                  |
| Electrical goods  | 21                                    | 1,787     | 384            | 21.5                        | 101                                 | 217      | 3             | 1                                  |
| Furniture and house furnishings                             | 32                                    | 6,275     | 579            | 9.2                         | 142                                 | 332      | 3             | 8                                  |
| China, glassware and crockery                               | 5                                     | 1,104     | 62             |                             | 18                                  | 43       | -             | -                                  |
| Floor coverings   | 5                                     | 3,761     | 369            |                             | 75                                  | 208      | -             | -                                  |
| Furniture   | 16                                    | 923       | 93             |                             | 36                                  | 53       | 3             | -                                  |
| House furnishings (except as specified)                     | 6                                     | 487       | 55             |                             | 13                                  | 28       | -             | 8                                  |
| Groceries and foods (except farm products)                  | 12                                    | 25,797    | 2,560          | 9.9                         | 689                                 | 1,294    | 2             | -                                  |
| Hardware  | 5                                     | 472       | 38             | 8.1                         | 13                                  | 27       | -             | -                                  |
| Jewelry and optical goods                                   | 6                                     | 3,870     | 477            | 12.3                        | 96                                  | 239      | -             | -                                  |
| Lumber and building materials (other than metal)            | 21                                    | 6,965     | 1,276          | 18.3                        | 243                                 | 591      | 1             | -                                  |
| Brick and tile  | 4                                     | 855       | 93             |                             | 20                                  | 54       | -             | -                                  |
| All other   | 17                                    | 6,110     | 1,183          |                             | 223                                 | 537      | 1             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 107                                   | 37,481    | 2,562          | 6.8                         | 611                                 | 1,421    | 5             | 2                                  |
| Commercial machinery, equipment and supplies                | 11                                    | 886       | 142            |                             | 47                                  | 104      | -             | 2                                  |
| Office equipment and supplies (except furniture)            | 6                                     | 556       | 99             |                             | 36                                  | 75       | -             | 2                                  |
| All other   | 5                                     | 330       | 43             |                             | 11                                  | 29       | -             | -                                  |
| Construction machinery, equipment and supplies              | 9                                     | 1,295     | 224            |                             | 78                                  | 134      | 1             | -                                  |
| Construction machinery                                      | 3                                     | 230       | 86             |                             | 15                                  | 40       | -             | -                                  |
| All other   | 6                                     | 1,065     | 138            |                             | 63                                  | 94       | 1             | -                                  |
| Farm and dairy machinery and equipment                      | 5                                     | 1,440     | 231            |                             | 42                                  | 76       | -             | -                                  |
| Industrial machinery, equipment and supplies                | 61                                    | 27,381    | 1,301          |                             | 326                                 | 725      | 4             | -                                  |
| Machanical tools  | 3                                     | 189       | 53             |                             | 11                                  | 24       | -             | -                                  |
| Mechanical rubber goods                                     | 4                                     | 361       | 22             |                             | 10                                  | 12       | -             | -                                  |
| All other   | 54                                    | 26,831    | 1,226          |                             | 305                                 | 689      | 4             | -                                  |
| Professional equipment and supplies                         | 3                                     | 296       | 102            |                             | 27                                  | 40       | -             | -                                  |
| Service equipment and supplies                              | 5                                     | 1,029     | 64             |                             | 15                                  | 37       | -             | -                                  |
| Transportation equipment and supplies                       | 13                                    | 5,154     | 498            |                             | 76                                  | 305      | -             | -                                  |
| Metals (except scrap)                                       | 41                                    | 125,587   | 6,776          | 5.4                         | 767                                 | 2,133    | 255           | -                                  |
| Iron and steel  | 31                                    | 117,019   | 6,090          |                             | 655                                 | 1,743    | 254           | -                                  |
| Other metal and metal works                                 | 10                                    | 8,568     | 686            |                             | 112                                 | 385      | 1             | -                                  |

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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY.<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number<br>of estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|--|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|  |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WITHOUT STOCKS (continued)                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Paper and its products                                       | 34                                    | \$27,603  | \$1,576        | 5.7                         | 276                                 | \$809    | \$2           | \$-                                |
| Paper and its products (general line)                        | 7                                     | 15,301    | 821            |                             | 116                                 | 328      |               | -                                  |
| Paper and its products (specialty lines)                     | 22                                    | 11,632    | 692            |                             | 144                                 | 440      | 2             | -                                  |
| Stationery and stationery supplies                           | 5                                     | 670       | 63             |                             | 16                                  | 41       |               | -                                  |
| Plumbing and heating equipment and supplies                  | 13                                    | 3,930     | 807            | 20.5                        | 238                                 | 420      |               | -                                  |
| Heating equipment (general line)                             | 5                                     | 1,331     | 118            |                             | 26                                  | 58       |               | -                                  |
| All other  | 8                                     | 2,599     | 689            |                             | 202                                 | 362      |               | -                                  |
| All other kinds of business                                  | 43                                    | 26,792    | 2,271          | 8.5                         | 604                                 | 1,147    | 34            | -                                  |
| Forest products (except lumber)                              | 4                                     | 733       | 53             |                             | 9                                   | 21       |               | -                                  |
| Leather  | 5                                     | 1,016     | 67             |                             | 12                                  | 36       |               | -                                  |
| Miscellaneous  | 34                                    | 25,043    | 2,151          |                             | 583                                 | 1,090    | 34            | -                                  |
| AGENTS AND BROKERS   |                                       |           |                |                             |                                     |          |               |                                    |
| BROKERS  |                                       |           |                |                             |                                     |          |               |                                    |
|  | 217                                   | 188,029   | 2,903          | 1.5                         | 604                                 | 1,417    | 25            | 89                                 |
| Coal   | 3                                     | 547       | 39             | 7.1                         | 10                                  | 21       |               | -                                  |
| Dry goods  | 5                                     | 172       | 1              | 0.6                         | -                                   | -        |               | -                                  |
| Farm products—raw materials                                  | 16                                    | 99,970    | 223            | 0.6                         | 38                                  | 117      | 7             | -                                  |
| Grain  | 7                                     | 32,279    | 141            |                             | 22                                  | 65       | 2             | -                                  |
| Hides, skins, and furs (raw)                                 | 5                                     | 4,440     | 3              |                             | 6                                   | 15       | 5             | -                                  |
| All other  | 4                                     | 3,251     | 50             |                             | 10                                  | 37       |               | -                                  |
| Farm products—consumer goods                                 | 32                                    | 20,433    | 503            | 2.5                         | 83                                  | 203      | 3             | 20                                 |
| Fruits and vegetables (fresh)                                | 22                                    | 5,939     | 324            |                             | 53                                  | 117      | 3             | 20                                 |
| All other  | 10                                    | 14,494    | 179            |                             | 30                                  | 86       |               | -                                  |
| Farm supplies  | 6                                     | 1,567     | 24             | 1.5                         | 8                                   | 10       |               | -                                  |
| Feed   | 3                                     | 1,405     | 20             |                             | 7                                   | 9        |               | -                                  |
| All other  | 3                                     | 162       | 4              |                             | 1                                   | 1        |               | -                                  |
| Furniture and house furnishings                              | 5                                     | 671       | 54             | 8.0                         | 29                                  | 29       |               | -                                  |
| Groceries and foods (except farm products)                   | 78                                    | 99,250    | 1,429          | 1.4                         | 307                                 | 753      | 4             | 55                                 |
| Fish and sea foods   | 3                                     | 302       | 20             |                             | 7                                   | 8        |               | -                                  |
| Meats and meat products                                      | 5                                     | 7,730     | 120            |                             | 24                                  | 46       |               | -                                  |
| Other food and grocery specialties                           | 70                                    | 91,218    | 1,289          |                             | 276                                 | 701      | 4             | 55                                 |
| Jewelry and optical goods                                    | 8                                     | 277       | 8              | 2.9                         | 3                                   | 2        |               | 2                                  |
| Jewelry (general line)                                       | 3                                     | 235       | 4              |                             | 1                                   | 1        |               | -                                  |
| All other  | 5                                     | 42        | 4              |                             | 2                                   | 1        |               | 2                                  |
| Lumber and building materials (other than metal)             | 19                                    | 1,948     | 110            | 5.6                         | 26                                  | 56       | 2             | -                                  |
| Lumber and millwork  | 16                                    | 1,786     | 84             |                             | 20                                  | 38       | 2             | -                                  |
| All other  | 3                                     | 160       | 26             |                             | 6                                   | 18       |               | -                                  |
| Machinery, equipment and supplies (except electrical)        | 9                                     | 207       | 19             | 9.2                         | 8                                   | 14       |               | -                                  |
| Industrial machinery, equipment and supplies                 | 6                                     | 87        | 7              |                             | 5                                   | 9        |               | -                                  |
| Transportation equipment and supplies                        | 3                                     | 120       | 12             |                             | 3                                   | 5        |               | -                                  |
| Petroleum and its products                                   | 4                                     | 2,672     | 82             | 3.1                         | 15                                  | 42       | 2             | -                                  |
| Waste materials  | 5                                     | 1,874     | 80             | 4.3                         | 18                                  | 40       | 3             | -                                  |
| All other kinds of business                                  | 27                                    | 18,441    | 325            | 1.8                         | 61                                  | 130      | 5             | 12                                 |
| Oils and greases (animal and vegetable)                      | 4                                     | 15,189    | 176            |                             | 21                                  | 56       | 2             | -                                  |
| Miscellaneous  | 19                                    | 3,252     | 149            |                             | 40                                  | 74       | 3             | 12                                 |

## WHOLESALE DISTRIBUTION: 1933

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Census of  
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Business

Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number<br>of estab-<br>lish-<br>ments | Net sales        | TOTAL EXPENSES |                     | Full-time<br>employees<br>(average) | PAY ROLL       |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|------------------|----------------|---------------------|-------------------------------------|----------------|---------------|------------------------------------|
|   |                                       |                  | Amount         | Percent<br>of sales |                                     | Total          | Part-<br>time |                                    |
| <b>COMMISSION MERCHANTS</b>                                 | <b>201</b>                            | <b>\$235,994</b> | <b>\$7,469</b> | <b>3.2</b>          | <b>1,769</b>                        | <b>\$3,796</b> | <b>\$106</b>  | <b>\$3,982</b>                     |
| Clothing and furnishings                                    | 3                                     | 438              | 31             | 7.1                 | 10                                  | 18             | 1             | 8                                  |
| Dry goods   | 16                                    | 13,877           | 404            | 3.0                 | 87                                  | 208            | 1             | 342                                |
| Notions   | 3                                     | 3,189            | 191            | 5.1                 | 51                                  | 83             | 1             | 303                                |
| All other   | 13                                    | 10,388           | 213            | 35                  | 65                                  | 125            | -             | 39                                 |
| <b>Farm products—raw materials</b>                          | <b>71</b>                             | <b>167,303</b>   | <b>2,901</b>   | <b>1.7</b>          | <b>691</b>                          | <b>1,608</b>   | <b>21</b>     | <b>2,721</b>                       |
| Grain   | 18                                    | 54,850           | 1,312          |                     | 260                                 | 618            | 6             | 2,716                              |
| Livestock   | 49                                    | 113,102          | 1,572          |                     | 427                                 | 986            | 15            | -                                  |
| All other   | 4                                     | 351              | 17             |                     | 4                                   | 4              | -             | 5                                  |
| <b>Farm products—consumer goods</b>                         | <b>76</b>                             | <b>47,735</b>    | <b>3,509</b>   | <b>7.4</b>          | <b>793</b>                          | <b>1,646</b>   | <b>69</b>     | <b>814</b>                         |
| Fruits and vegetables (fresh)                               | 67                                    | 42,357           | 3,328          |                     | 745                                 | 1,555          | 61            | 435                                |
| All other   | 9                                     | 5,378            | 181            |                     | 48                                  | 91             | 7             | 379                                |
| <b>Furniture and house furnishings</b>                      | <b>5</b>                              | <b>870</b>       | <b>93</b>      | <b>10.7</b>         | <b>25</b>                           | <b>54</b>      | <b>2</b>      | <b>2</b>                           |
| Groceries and foods (except farm products)                  | 4                                     | 1,270            | 60             | 4.7                 | 18                                  | 26             | -             | 15                                 |
| Lumber and building materials (other than metal)            | 5                                     | 302              | 28             | 9.3                 | 3                                   | 9              | -             | -                                  |
| All other kinds of business                                 | 21                                    | 4,499            | 442            | 9.8                 | 142                                 | 227            | 13            | 80                                 |
| Flowers and nursery stock                                   | 8                                     | 1,861            | 325            |                     | 117                                 | 172            | 9             | 9                                  |
| Miscellaneous   | 13                                    | 2,638            | 117            |                     | 25                                  | 55             | 4             | 71                                 |
| <b>EXPORT AGENTS</b>  | <b>3</b>                              | <b>1,092</b>     | <b>48</b>      | <b>4.4</b>          | <b>16</b>                           | <b>26</b>      | <b>-</b>      | <b>-</b>                           |
| <b>IMPORT AGENTS</b>  | <b>6</b>                              | <b>219</b>       | <b>36</b>      | <b>16.4</b>         | <b>7</b>                            | <b>12</b>      | <b>-</b>      | <b>40</b>                          |
| <b>MANUFACTURERS' AGENTS</b>                                | <b>568</b>                            | <b>84,768</b>    | <b>5,508</b>   | <b>6.5</b>          | <b>1,288</b>                        | <b>2,604</b>   | <b>129</b>    | <b>1,303</b>                       |
| <b>Amusement and sporting goods</b>                         | <b>11</b>                             | <b>958</b>       | <b>54</b>      | <b>5.6</b>          | <b>16</b>                           | <b>24</b>      | <b>3</b>      | <b>-</b>                           |
| Toys, novelties, and fireworks                              | 7                                     | 375              | 25             |                     | 7                                   | 8              | 1             | -                                  |
| All other   | 4                                     | 583              | 29             |                     | 9                                   | 16             | 2             | -                                  |
| <b>Automotive products</b>                                  | <b>16</b>                             | <b>3,360</b>     | <b>395</b>     | <b>11.5</b>         | <b>96</b>                           | <b>201</b>     | <b>2</b>      | <b>41</b>                          |
| <b>Chemicals</b>  | <b>20</b>                             | <b>3,211</b>     | <b>226</b>     | <b>7.0</b>          | <b>54</b>                           | <b>103</b>     | <b>3</b>      | <b>58</b>                          |
| Industrial chemicals  | 4                                     | 1,656            | 124            |                     | 29                                  | 60             | -             | 42                                 |
| Paints and varnishes  | 4                                     | 385              | 16             |                     | 4                                   | 6              | 1             | 10                                 |
| All other   | 12                                    | 1,170            | 86             |                     | 21                                  | 37             | 2             | 6                                  |
| <b>Clothing and furnishings</b>                             | <b>86</b>                             | <b>10,875</b>    | <b>393</b>     | <b>3.7</b>          | <b>107</b>                          | <b>170</b>     | <b>6</b>      | <b>8</b>                           |
| Clothing and furnishings (general line)                     | 4                                     | 174              | 10             |                     | 3                                   | 5              | 1             | -                                  |
| Clothing, men's and boys'                                   | 6                                     | 284              | 24             |                     | 8                                   | 17             | -             | -                                  |
| Clothing, women's and children's                            | 40                                    | 4,603            | 240            |                     | 61                                  | 108            | 5             | 6                                  |
| Furnishings (general line)                                  | 3                                     | 450              | 14             |                     | 4                                   | 4              | -             | -                                  |
| Furnishings, women's and children's                         | 8                                     | 662              | 32             |                     | 8                                   | 13             | -             | 2                                  |
| Hosiery   | 4                                     | 1,350            | 26             |                     | 9                                   | 13             | -             | -                                  |
| Millinery and millinery supplies                            | 15                                    | 1,287            | 30             |                     | 13                                  | 11             | -             | -                                  |
| All other   | 6                                     | 1,765            | 17             |                     | 1                                   | 1              | -             | -                                  |
| <b>Drugs and drug sundries</b>                              | <b>5</b>                              | <b>90</b>        | <b>14</b>      | <b>15.6</b>         | <b>6</b>                            | <b>5</b>       | <b>-</b>      | <b>5</b>                           |
| <b>Dry goods</b>  | <b>101</b>                            | <b>26,150</b>    | <b>760</b>     | <b>2.9</b>          | <b>195</b>                          | <b>408</b>     | <b>5</b>      | <b>133</b>                         |
| Dry goods (general line)                                    | 3                                     | 158              | 19             |                     | 7                                   | 7              | -             | -                                  |
| Knit goods  | 8                                     | 544              | 33             |                     | 13                                  | 18             | 2             | -                                  |
| Notions   | 17                                    | 1,321            | 71             |                     | 19                                  | 31             | -             | 1                                  |
| Piece goods   | 61                                    | 21,317           | 546            |                     | 136                                 | 293            | 2             | 128                                |
| All other   | 12                                    | 2,810            | 91             |                     | 21                                  | 69             | 1             | 4                                  |
| <b>Electrical goods</b>                                     | <b>24</b>                             | <b>3,063</b>     | <b>241</b>     | <b>7.9</b>          | <b>47</b>                           | <b>88</b>      | <b>15</b>     | <b>21</b>                          |
| Electrical appliances, equipment and supplies               | 18                                    | 2,359            | 221            |                     | 44                                  | 84             | 14            | 20                                 |
| Radio and radio equipment                                   | 6                                     | 704              | 20             |                     | 3                                   | 4              | 1             | 1                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>MANUFACTURERS' AGENTS (continued)</b>                    |                                       |           |                |                             |                                     |          |               |                                    |
| Furniture and house furnishings                             | 52                                    | \$7,402   | \$517          | 7.0                         | 117                                 | \$239    | \$7           | \$8                                |
| China, glassware and crockery                               | 9                                     | 1,607     | 178            |                             | 32                                  | 62       | 4             | -                                  |
| Floor coverings   | 6                                     | 901       | 40             |                             | 9                                   | 20       | -             | -                                  |
| Furniture   | 12                                    | 1,767     | 150            |                             | 38                                  | 95       | 2             | -                                  |
| House furnishings (except as specified)                     | 25                                    | 3,127     | 139            |                             | 38                                  | 62       | 1             | 8                                  |
| Groceries and foods (except farm products)                  | 15                                    | 2,979     | 80             | 2.7                         | 18                                  | 44       | 1             | 10                                 |
| Hardware  | 11                                    | 1,385     | 148            | 10.7                        | 28                                  | 62       | -             | 10                                 |
| Jewelry and optical goods                                   | 15                                    | 976       | 102            | 10.5                        | 26                                  | 50       | -             | -                                  |
| Jewelry (general line)                                      | 6                                     | 636       | 85             |                             | 25                                  | 49       | -             | -                                  |
| All other   | 9                                     | 340       | 17             |                             | 1                                   | 1        | -             | -                                  |
| Lumber and building materials (other than metal)            | 16                                    | 2,891     | 135            | 4.7                         | 30                                  | 75       | 32            | 7                                  |
| Lumber and millwork   | 9                                     | 2,253     | 73             |                             | 16                                  | 28       | -             | 1                                  |
| All other   | 7                                     | 638       | 62             |                             | 14                                  | 47       | 32            | 6                                  |
| Machinery, equipment and supplies (except electrical)       | 123                                   | 8,365     | 1,412          | 16.9                        | 283                                 | 621      | 25            | 146                                |
| Commercial machinery, equipment and supplies                | 19                                    | 791       | 153            |                             | 52                                  | 85       | 10            | 7                                  |
| Office equipment and supplies (except furniture)            | 6                                     | 354       | 116            |                             | 45                                  | 66       | 3             | 2                                  |
| Store equipment and supplies                                | 4                                     | 14        | 3              |                             | 1                                   | 1        | -             | 1                                  |
| All other   | 9                                     | 423       | 34             |                             | 6                                   | 18       | 7             | 4                                  |
| Construction machinery, equipment and supplies              | 9                                     | 277       | 68             |                             | 16                                  | 33       | 1             | 2                                  |
| Industrial machinery, equipment and supplies                | 59                                    | 3,517     | 396            |                             | 105                                 | 177      | 9             | 20                                 |
| Bottles and bottling equipment                              | 3                                     | 681       | 34             |                             | 5                                   | 5        | -             | -                                  |
| Machine tools   | 4                                     | 367       | 13             |                             | 4                                   | 4        | -             | -                                  |
| Mill and mine supplies (general line)                       | 3                                     | 63        | 12             |                             | 10                                  | 8        | -             | 1                                  |
| All other   | 49                                    | 2,406     | 337            |                             | 86                                  | 160      | 9             | 19                                 |
| Service equipment and supplies                              | 11                                    | 471       | 102            |                             | 17                                  | 58       | -             | 13                                 |
| Laundry equipment and supplies                              | 3                                     | 65        | 13             |                             | 5                                   | 7        | -             | 11                                 |
| All other   | 8                                     | 406       | 89             |                             | 12                                  | 51       | -             | 2                                  |
| Transportation equipment and supplies                       | 20                                    | 3,076     | 662            |                             | 84                                  | 248      | 5             | 90                                 |
| Other machinery, equipment and supplies                     | 5                                     | 233       | 31             |                             | 9                                   | 20       | -             | 14                                 |
| Metals (except scrap)                                       | 10                                    | 1,588     | 27             | 1.7                         | 10                                  | 12       | 1             | -                                  |
| Iron and steel  | 4                                     | 300       | 9              |                             | 3                                   | 4        | -             | -                                  |
| Other metal and metal works                                 | 6                                     | 1,288     | 18             |                             | 7                                   | 8        | 1             | -                                  |
| Paper and its products                                      | 21                                    | 3,293     | 148            | 4.5                         | 40                                  | 63       | 2             | 3                                  |
| Paper and its products (general line)                       | 5                                     | 2,498     | 110            |                             | 30                                  | 51       | 1             | -                                  |
| Paper and its products (specialty lines)                    | 12                                    | 681       | 28             |                             | 8                                   | 10       | 1             | 3                                  |
| Stationery and stationery supplies                          | 4                                     | 114       | 10             |                             | 2                                   | 2        | -             | -                                  |
| Plumbing and heating equipment and supplies                 | 9                                     | 1,052     | 119            | 11.3                        | 13                                  | 22       | 6             | 1                                  |
| All other kinds of business                                 | 35                                    | 7,430     | 747            | 10.1                        | 182                                 | 417      | 27            | 653                                |
| Beer  | 3                                     | 635       | 71             |                             | 20                                  | 33       | -             | 8                                  |
| Forest products (except lumber)                             | 4                                     | 2,802     | 118            |                             | 27                                  | 56       | -             | 442                                |
| Leather   | 4                                     | 177       | 3              |                             | -                                   | -        | -             | -                                  |
| Leather goods   | 5                                     | 204       | 10             |                             | 2                                   | 3        | -             | -                                  |
| Miscellaneous   | 19                                    | 3,612     | 543            |                             | 133                                 | 323      | 21            | 402                                |



## WHOLESALE DISTRIBUTION: 1933

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American Business Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number<br>of estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                      | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|----------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per cent<br>of sales |                                     | Total    | Part-<br>time |                                    |
| <b>SELLING AGENTS</b>                                       | 140                                   | \$78,954  | \$4,490        | 5.7                  | 893                                 | \$2,099  | \$32          | \$797                              |
| Chemicals   | 6                                     | 2,474     | 344            | 13.9                 | 66                                  | 78       | -             | 186                                |
| Clothing and furnishings                                    | 12                                    | 2,180     | 94             | 4.3                  | 21                                  | 48       | 3             | 4                                  |
| Clothing, women's and children's                            | 7                                     | 1,396     | 77             | 5.5                  | 19                                  | 41       | 2             | 3                                  |
| All other   | 5                                     | 784       | 17             | 2.2                  | 2                                   | 7        | -             | 1                                  |
| Coal  | 29                                    | 20,838    | 1,461          | 7.0                  | 281                                 | 701      | 12            | 83                                 |
| Drugs and drug sundries                                     | 3                                     | 937       | 299            | 31.5                 | 145                                 | 180      | -             | -                                  |
| Dry goods   | 19                                    | 18,932    | 293            | 1.5                  | 57                                  | 187      | -             | 1                                  |
| Piece goods   | 14                                    | 15,700    | 242            | 1.5                  | 48                                  | 154      | -             | -                                  |
| All other   | 5                                     | 3,232     | 51             | 1.6                  | 9                                   | 33       | -             | 1                                  |
| Electrical goods  | 3                                     | 424       | 33             | 8.3                  | 6                                   | 22       | 6             | 12                                 |
| Furniture and house furnishings                             | 7                                     | 2,352     | 247            | 10.5                 | 50                                  | 95       | 7             | -                                  |
| Groceries and foods (except farm products)                  | 10                                    | 3,130     | 36             | 1.2                  | 10                                  | 15       | -             | 22                                 |
| Lumber and building materials (other than metal)            | 18                                    | 3,947     | 719            | 18.2                 | 90                                  | 299      | 4             | 272                                |
| Lumber and millwork   | 10                                    | 1,947     | 142            | 7.3                  | 29                                  | 67       | 3             | 20                                 |
| All other   | 8                                     | 2,000     | 577            | 28.9                 | 61                                  | 232      | 1             | 252                                |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 1,516     | 131            | 8.6                  | 23                                  | 87       | -             | -                                  |
| Metals (except scrap)                                       | 6                                     | 10,701    | 519            | 4.9                  | 76                                  | 194      | -             | 212                                |
| Paper and its products                                      | 6                                     | 2,974     | 108            | 3.5                  | 21                                  | 63       | 1             | 2                                  |
| Petroleum and its products                                  | 3                                     | 2,724     | 45             | 1.7                  | 8                                   | 34       | -             | -                                  |
| All other kinds of business                                 | 14                                    | 5,855     | 166            | 2.8                  | 29                                  | 95       | -             | 3                                  |
| <b>OTHER AGENTS</b>   | 8                                     | 17,654    | 524            | 3.0                  | 112                                 | 286      | -             | 15                                 |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                      |                                     |          |               |                                    |
| <b>BULK TANK STATIONS (petroleum)</b>                       | 55                                    | 34,436    | 5,057          | 14.7                 | 1,099                               | 1,953    | 19            | 1,602                              |
| <b>CHAIN STORE WAREHOUSES</b>                               | 11                                    | 61,059    | 3,422          | 5.6                  | 1,013                               | 1,860    | 31            | 2,516                              |
| Groceries and foods (except farm products)                  | 5                                     | 47,343    | 2,076          | 4.4                  | 632                                 | 1,355    | 30            | 1,507                              |
| All other kinds of business                                 | 6                                     | 13,716    | 1,346          | 9.8                  | 381                                 | 505      | 1             | 1,009                              |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                        | 15                                    | 11,765    | 855            | 7.3                  | 203                                 | 441      | 4             | 903                                |
| Farm products—raw materials                                 | 12                                    | 826       | 224            | 27.1                 | 83                                  | 148      | 3             | 11                                 |
| Dairy products (general line)                               | 3                                     | 410       | 155            | 38                   | 52                                  | 116      | -             | -                                  |
| Poultry and poultry products                                | 4                                     | 119       | 22             | 18.5                 | 7                                   | 9        | 2             | 1                                  |
| All other   | 5                                     | 297       | 47             | 15.8                 | 24                                  | 23       | 1             | 10                                 |
| All other kinds of business                                 | 3                                     | 10,939    | 631            | 5.8                  | 120                                 | 293      | 1             | 892                                |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   | 12                                    | 46,787    | 976            | 2.1                  | 266                                 | 514      | 8             | 15                                 |
| Farm products—raw materials                                 | 4                                     | 35,811    | 687            | 1.9                  | 149                                 | 371      | 8             | -                                  |
| Farm products—consumer goods                                | 8                                     | 10,976    | 289            | 2.6                  | 117                                 | 143      | -             | 15                                 |
| Dairy and poultry products                                  | 3                                     | 5,614     | 209            | 3.7                  | 89                                  | 97       | -             | 14                                 |
| All other   | 5                                     | 5,362     | 80             | 1.5                  | 28                                  | 46       | -             | 1                                  |
| <b>OTHER TYPES</b>  | 6                                     | 4,170     | 228            | 5.5                  | 52                                  | 97       | 1             | 513                                |

## WHOLESALE DISTRIBUTION: 1933

12-40-4  
Census of  
American  
Business

Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 100,000 POPULATION AND OVER                       |                                       |           |                |                             |                                     |          |               |                                    |
| <u>PEORIA</u>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 251                                   | \$53,795  | \$5,285        | 9.8                         | 1,860                               | \$2,819  | \$108         | \$3,686                            |
| Wholesalers proper  | 165                                   | 18,174    | 2,898          | 15.9                        | 1,168                               | 1,581    | 67            | 2,775                              |
| Manufacturers' sales branches                               | 31                                    | 4,700     | 867            | 18.4                        | 334                                 | 452      | 15            | 528                                |
| Agents and brokers  | 35                                    | 21,758    | 435            | 2.0                         | 132                                 | 249      | 19            | 13                                 |
| All other types 1/  | 20                                    | 9,163     | 1,095          | 12.0                        | 226                                 | 537      | 7             | 369                                |
| WHOLESALESA PROPER  |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 15                                    | 651       | 212            | 32.6                        | 81                                  | 131      | 4             | 199                                |
| Coal  | 6                                     | 546       | 45             | 8.2                         | 15                                  | 25       | 1             | 3                                  |
| Dry goods   | 3                                     | 62        | 14             | 22.6                        | 7                                   | 5        | -             | 18                                 |
| Electrical goods  | 9                                     | 724       | 107            | 14.8                        | 44                                  | 55       | 2             | 128                                |
| Farm products—raw materials                                 | 5                                     | 1,861     | 38             | 2.0                         | 12                                  | 23       | -             | 135                                |
| Farm products—consumer goods                                | 21                                    | 2,070     | 286            | 13.8                        | 91                                  | 124      | 12            | 65                                 |
| Farm supplies   | 6                                     | 372       | 39             | 10.5                        | 17                                  | 18       | 1             | 57                                 |
| Groceries and foods (except farm products)                  | 33                                    | 5,789     | 910            | 15.7                        | 402                                 | 598      | 10            | 822                                |
| Hardware  | 5                                     | 1,114     | 233            | 20.9                        | 85                                  | 136      | -             | 322                                |
| Lumber and building materials (other than metal)            | 5                                     | 484       | 76             | 15.7                        | 27                                  | 43       | 2             | 60                                 |
| Machinery, equipment and supplies (except electrical)       | 10                                    | 391       | 135            | 34.5                        | 57                                  | 63       | 2             | 71                                 |
| Metals (except scrap)                                       | 3                                     | 507       | 52             | 10.3                        | 18                                  | 32       | 11            | 58                                 |
| Paper and its products                                      | 7                                     | 424       | 92             | 21.7                        | 38                                  | 55       | 1             | 129                                |
| Plumbing and heating equipment and supplies                 | 6                                     | 353       | 133            | 37.7                        | 46                                  | 69       | 8             | 156                                |
| Tobacco and its products (except leaf)                      | 5                                     | 440       | 28             | 6.4                         | 13                                  | 12       | -             | 30                                 |
| Waste materials   | 4                                     | 349       | 84             | 24.1                        | 41                                  | 58       | -             | 49                                 |
| All other kinds of business 2/                              | 24                                    | 2,037     | 404            | 19.8                        | 176                                 | 224      | 13            | 473                                |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 6                                     | 1,588     | 214            | 13.5                        | 78                                  | 113      | 10            | 43                                 |
| Machinery, equipment and supplies (except electrical)       | 14                                    | 1,746     | 500            | 28.6                        | 212                                 | 259      | 5             | 393                                |
| All other kinds of business 3/                              | 9                                     | 1,366     | 153            | 11.2                        | 44                                  | 80       | -             | 92                                 |
| AGENTS AND BROKERS  |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 22                                    | 17,501    | 286            | 1.7                         | 89                                  | 170      | 5             | 1                                  |
| Furniture and house furnishings                             | 3                                     | 68        | 11             | 16.2                        | 2                                   | 4        | 2             | 3                                  |
| Groceries and foods (except farm products)                  | 4                                     | 3,270     | 52             | 1.6                         | 18                                  | 30       | 10            | 9                                  |
| All other kinds of business 4/                              | 6                                     | 1,119     | 86             | 7.7                         | 23                                  | 45       | 2             | -                                  |
| CITIES OF 50,000 TO 100,000 POPULATION                      |                                       |           |                |                             |                                     |          |               |                                    |
| <u>CICERO</u>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 47                                    | 3,350     | 846            | 25.3                        | 237                                 | 436      | 50            | 715                                |
| WHOLESALESA PROPER 5/                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 5                                     | 97        | 27             | 27.8                        | 7                                   | 12       | 1             | 35                                 |
| Coal  | 4                                     | 466       | 141            | 30.3                        | 23                                  | 72       | 20            | 23                                 |
| Farm products—consumer goods                                | 13                                    | 251       | 44             | 19.0                        | 30                                  | 17       | 2             | 2                                  |
| Groceries and foods (except farm products)                  | 8                                     | 490       | 51             | 10.6                        | 18                                  | 21       | 4             | 34                                 |
| Lumber and building materials (other than metal)            | 5                                     | 641       | 105            | 16.4                        | 30                                  | 60       | 8             | 100                                |
| All other kinds of business                                 | 12                                    | 1,438     | 478            | 33.3                        | 135                                 | 254      | 15            | 581                                |

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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 50,000 TO 100,000 POPULATION (continued)          |                                       |           |                |                             |                                     |          |               |                                    |
| <b>DECATUR</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 94                                    | \$12,773  | \$1,753        | 13.7                        | 644                                 | \$826    | \$20          | \$1,608                            |
| Wholesalers proper  | 55                                    | 5,344     | 1,043          | 19.5                        | 417                                 | 510      | 17            | 725                                |
| Manufacturers' sales branches                               | 14                                    | 2,266     | 384            | 16.9                        | 118                                 | 163      | 1             | 673                                |
| Agents and brokers 6/                                       | 4                                     | 754       | 22             | 2.9                         | 6                                   | 10       | -             | -                                  |
| All other types   | 21                                    | 4,409     | 304            | 6.9                         | 103                                 | 143      | 2             | 210                                |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 8                                     | 535       | 157            | 29.3                        | 64                                  | 77       | -             | 91                                 |
| Farm products-consumer goods                                | 9                                     | 1,193     | 280            | 23.5                        | 105                                 | 134      | 4             | 72                                 |
| Groceries and foods (except farm products)                  | 11                                    | 1,002     | 152            | 15.2                        | 68                                  | 85       | 1             | 111                                |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 82        | 29             | 35.4                        | 10                                  | 15       | 1             | 24                                 |
| All other kinds of business 7/                              | 23                                    | 2,532     | 425            | 16.8                        | 170                                 | 199      | 11            | 427                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 9                                     | 1,142     | 190            | 16.6                        | 66                                  | 90       | 1             | 55                                 |
| All other kinds of business 8/                              | 5                                     | 1,124     | 194            | 17.3                        | 52                                  | 73       | -             | 620                                |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 15                                    | 765       | 236            | 30.8                        | 76                                  | 111      | 8             | 155                                |
| All other kinds of business 9/                              | 6                                     | 3,644     | 68             | 1.9                         | 27                                  | 32       | -             | 55                                 |
| <b>EAST ST. LOUIS</b>                                       |                                       |           |                |                             |                                     |          |               |                                    |
|   | 73                                    | 8,063     | 1,590          | 19.7                        | 509                                 | 867      | 39            | 630                                |
| Wholesalers proper  | 57                                    | 4,504     | 551            | 21.1                        | 341                                 | 528      | 34            | 357                                |
| Manufacturers' sales branches 10/                           | 8                                     | 1,131     | 174            | 15.4                        | 31                                  | 86       | 5             | 109                                |
| All other types 11/   | 8                                     | 2,428     | 465            | 19.2                        | 137                                 | 255      | -             | 164                                |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 4                                     | 184       | 59             | 32.1                        | 26                                  | 36       | -             | 55                                 |
| Coal  | 3                                     | 233       | 14             | 6.0                         | 3                                   | 8        | 4             | 5                                  |
| Farm products-consumer goods                                | 16                                    | 1,361     | 460            | 33.8                        | 174                                 | 277      | 7             | 17                                 |
| Farm supplies   | 4                                     | 439       | 51             | 11.6                        | 23                                  | 29       | 3             | 30                                 |
| Groceries and foods (except farm products)                  | 5                                     | 650       | 106            | 16.3                        | 35                                  | 48       | 6             | 43                                 |
| Paper and its products                                      | 5                                     | 71        | 13             | 18.3                        | 6                                   | 8        | -             | 14                                 |
| Waste materials   | 5                                     | 61        | 12             | 19.7                        | 6                                   | 7        | 2             | 21                                 |
| All other kinds of business 12/                             | 15                                    | 1,505     | 236            | 15.7                        | 68                                  | 113      | 12            | 172                                |
| <b>EVANSTON</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 31                                    | 3,355     | 639            | 19.0                        | 192                                 | 297      | 10            | 307                                |
| Wholesalers proper  | 23                                    | 1,097     | 350            | 31.9                        | 131                                 | 184      | 10            | 210                                |
| Manufacturers' sales branches                               | 4                                     | 742       | 75             | 10.1                        | 24                                  | 40       | -             | 33                                 |
| All other types   | 4                                     | 1,516     | 214            | 14.1                        | 37                                  | 73       | -             | 64                                 |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 7                                     | 407       | 148            | 36.4                        | 63                                  | 86       | -             | 145                                |
| Groceries and foods (except farm products)                  | 7                                     | 381       | 99             | 26.0                        | 28                                  | 49       | 7             | 22                                 |
| All other kinds of business 13/                             | 9                                     | 309       | 103            | 33.3                        | 40                                  | 49       | 3             | 43                                 |
| <b>OAK PARK</b>   |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper 14/                                      | 21                                    | 1,562     | 290            | 18.6                        | 119                                 | 160      | 4             | 120                                |

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## WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 50,000 TO 100,000 POPULATION (continued)          |                                       |           |                |                             |                                     |          |               |                                    |
| <b>ROCKFORD</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 127                                   | \$12,792  | \$2,105        | 16.4                        | 657                                 | \$995    | \$50          | \$1,387                            |
| Wholesalers proper  | 94                                    | 7,988     | 1,512          | 18.9                        | 490                                 | 723      | 46            | 1,170                              |
| Manufacturers' sales branches                               | 15                                    | 2,746     | 302            | 11.0                        | 105                                 | 155      | 2             | 126                                |
| Agents and brokers  | 8                                     | 1,208     | 60             | 5.0                         | 13                                  | 35       | 2             | 8                                  |
| All other types   | 10                                    | 850       | 229            | 26.9                        | 49                                  | 82       | -             | 63                                 |
| <b>WHOLESALESAERS PROPER</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 5                                     | 325       | 90             | 27.7                        | 42                                  | 57       | -             | 115                                |
| Electrical goods  | 6                                     | 260       | 54             | 20.8                        | 24                                  | 23       | 2             | 57                                 |
| Farm products-consumer goods                                | 8                                     | 650       | 88             | 13.5                        | 28                                  | 50       | 4             | 22                                 |
| Groceries and foods (except farm products)                  | 29                                    | 3,871     | 596            | 10.2                        | 115                                 | 210      | -             | 295                                |
| Lumber and building materials (other than metal)            | 6                                     | 425       | 147            | 34.6                        | 37                                  | 68       | 10            | 150                                |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 321       | 170            | 53.0                        | 48                                  | 86       | 21            | 250                                |
| Paper and its products                                      | 3                                     | 100       | 42             | 42.0                        | 12                                  | 23       | -             | 35                                 |
| Petroleum and its products                                  | 3                                     | 67        | 19             | 28.4                        | 6                                   | 6        | -             | 5                                  |
| Waste materials   | 4                                     | 313       | 50             | 16.0                        | 28                                  | 25       | 1             | 30                                 |
| All other kinds of business 15/                             | 25                                    | 1,646     | 456            | 27.7                        | 150                                 | 175      | 8             | 211                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 8                                     | 1,645     | 196            | 11.9                        | 64                                  | 101      | 1             | 32                                 |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 225       | 46             | 20.4                        | 22                                  | 23       | 1             | 71                                 |
| All other kinds of business 16/                             | 3                                     | 876       | 60             | 6.8                         | 19                                  | 31       | -             | 23                                 |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 3                                     | 508       | 15             | 3.0                         | 4                                   | 8        | -             | -                                  |
| All other kinds of business 17/                             | 5                                     | 700       | 45             | 6.4                         | 9                                   | 27       | 2             | 8                                  |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 7                                     | 755       | 220            | 29.1                        | 45                                  | 73       | -             | 57                                 |
| All other kinds of business 18/                             | 3                                     | 95        | 9              | 9.5                         | 4                                   | 4        | -             | 6                                  |
| <b>SPRINGFIELD</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 111                                   | 21,351    | 2,391          | 11.2                        | 944                                 | 1,208    | 19            | 1,396                              |
| Wholesalers proper  | 68                                    | 6,479     | 1,372          | 21.2                        | 586                                 | 690      | 13            | 920                                |
| Manufacturers' sales branches                               | 16                                    | 3,647     | 442            | 12.1                        | 173                                 | 247      | -             | 253                                |
| Agents and brokers 19/                                      | 7                                     | 5,974     | 95             | 1.6                         | 37                                  | 56       | -             | -                                  |
| All other types   | 20                                    | 5,251     | 482            | 9.2                         | 148                                 | 215      | 6             | 223                                |
| <b>WHOLESALESAERS PROPER</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 3                                     | 428       | 138            | 32.2                        | 64                                  | 78       | 2             | 124                                |
| Electrical goods  | 8                                     | 211       | 38             | 18.0                        | 14                                  | 19       | -             | 40                                 |
| Farm products-consumer goods                                | 8                                     | 1,557     | 407            | 26.5                        | 166                                 | 201      | 4             | 98                                 |
| Groceries and foods (except farm products)                  | 20                                    | 2,058     | 291            | 14.3                        | 122                                 | 162      | 2             | 191                                |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 92        | 21             | 22.8                        | 9                                   | 6        | -             | 18                                 |
| Waste materials   | 4                                     | 113       | 19             | 17.0                        | 12                                  | 10       | 2             | 22                                 |
| All other kinds of business 20/                             | 21                                    | 2,061     | 459            | 22.2                        | 199                                 | 224      | 3             | 427                                |

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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>establish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| SPRINGFIELD (continued)                                     |                                  |           |                |                             |                                     |          |               |                                    |
| MANUFACTURERS' SALES BRANCHES                               |                                  |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 8                                | \$1,692   | \$178          | 10.5                        | 68                                  | \$96     | \$-           | \$44                               |
| Machinery, equipment and supplies (except electrical)       | 4                                | 695       | 188            | 27.4                        | 76                                  | 115      | -             | 198                                |
| All other kinds of business 21/                             | 4                                | 1,270     | 76             | 6.0                         | 29                                  | 36       | -             | 11                                 |
| ALL OTHER TYPES   |                                  |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 14                               | 1,437     | 391            | 27.2                        | 107                                 | 164      | -             | 135                                |
| Farm products—raw materials                                 | 3                                | 1,472     | 50             | 2.0                         | 10                                  | 15       | -             | -                                  |
| All other kinds of business 22/                             | 3                                | 2,322     | 61             | 2.6                         | 31                                  | 36       | 6             | 88                                 |
| CITIES OF 20,000 TO 50,000 POPULATION                       |                                  |           |                |                             |                                     |          |               |                                    |
| ALTON   |                                  |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 23                               | 3,183     | 590            | 18.5                        | 187                                 | 272      | 4             | 555                                |
| All other types   | 8                                | 2,887     | 509            | 17.8                        | 162                                 | 224      | 4             | 495                                |
|   |                                  | 316       | 81             | 25.6                        | 25                                  | 48       | -             | 60                                 |
| Farm products—consumer goods                                | 7                                | 355       | 43             | 12.1                        | 14                                  | 29       | 1             | 5                                  |
| Groceries and foods (except farm products)                  | 6                                | 1,721     | 331            | 19.2                        | 87                                  | 129      | 1             | 288                                |
| Petroleum and its products                                  | 4                                | 260       | 70             | 26.9                        | 20                                  | 45       | -             | 58                                 |
| All other kinds of business                                 | 14                               | 847       | 146            | 17.2                        | 66                                  | 71       | 2             | 204                                |
| AURORA  |                                  |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 33                               | 5,161     | 820            | 15.9                        | 280                                 | 384      | 2             | 673                                |
| All other types   | 21                               | 2,460     | 384            | 15.6                        | 147                                 | 184      | 1             | 302                                |
|   |                                  | 2,701     | 436            | 16.1                        | 135                                 | 200      | 1             | 371                                |
| Farm products—consumer goods                                | 5                                | 698       | 80             | 11.5                        | 32                                  | 44       | -             | 18                                 |
| Groceries and foods (except farm products)                  | 15                               | 1,772     | 249            | 14.1                        | 90                                  | 125      | 1             | 143                                |
| Petroleum and its products                                  | 10                               | 765       | 156            | 21.7                        | 39                                  | 66       | 1             | 65                                 |
| All other kinds of business                                 | 24                               | 1,925     | 325            | 16.9                        | 119                                 | 147      | -             | 447                                |
| BELLEVILLE  |                                  |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 31                               | 1,786     | 236            | 13.2                        | 79                                  | 112      | 9             | 165                                |
| All other types   | 23                               | 1,191     | 134            | 11.3                        | 49                                  | 68       | 8             | 112                                |
|   | 8                                | 595       | 102            | 17.1                        | 30                                  | 50       | 1             | 73                                 |
| Farm products—consumer goods                                | 5                                | 197       | 20             | 10.2                        | 7                                   | 9        | 2             | 7                                  |
| Groceries and foods (except farm products)                  | 7                                | 580       | 47             | 8.1                         | 24                                  | 21       | 2             | 54                                 |
| Petroleum and its products                                  | 7                                | 423       | 97             | 22.9                        | 21                                  | 51       | 2             | 61                                 |
| All other kinds of business                                 | 12                               | 586       | 72             | 12.3                        | 27                                  | 31       | 3             | 63                                 |
| BETHUN  |                                  |           |                |                             |                                     |          |               |                                    |
|   | 15                               | 313       | 61             | 19.5                        | 18                                  | 27       | 2             | 42                                 |
| BLOOMINGTON   |                                  |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 43                               | 8,345     | 1,285          | 15.4                        | 463                                 | 653      | 14            | 987                                |
| All other types   | 42                               | 4,648     | 865            | 18.6                        | 345                                 | 467      | 12            | 743                                |
|   | 21                               | 3,697     | 420            | 11.4                        | 118                                 | 196      | 4             | 244                                |
| Farm products—raw materials                                 | 3                                | 1,399     | 113            | 8.1                         | 30                                  | 60       | 1             | 117                                |
| Farm products—consumer goods                                | 10                               | 926       | 187            | 20.2                        | 73                                  | 91       | 2             | 38                                 |
| Groceries and foods (except farm products)                  | 15                               | 3,510     | 395            | 11.3                        | 142                                 | 225      | 5             | 410                                |
| Petroleum and its products                                  | 9                                | 952       | 211            | 22.2                        | 61                                  | 110      | 1             | 123                                |
| All other kinds of business                                 | 26                               | 1,558     | 379            | 24.3                        | 137                                 | 167      | 7             | 299                                |

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Table 2 B.--STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 20,000 TO 50,000 POPULATION (continued)           |                                       |           |                |                             |                                     |          |               |                                    |
| <b>CHAMPAIGN</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 38                                    | 2,512     | 303            | 12.1                        | 137                                 | 148      | 4             | 448                                |
| All other types   | 15                                    | 2,949     | 157            | 5.3                         | 41                                  | 83       | 4             | 202                                |
| Farm products--raw materials                                | 8                                     | 2,207     | 50             | 2.2                         | 13                                  | 25       | 5             | 138                                |
| Farm products--consumer goods                               | 7                                     | 608       | 69             | 11.5                        | 58                                  | 59       | -             | 129                                |
| Groceries and foods (except farm products)                  | 7                                     | 447       | 57             | 12.6                        | 23                                  | 27       | -             | 125                                |
| Petroleum and its products                                  | 7                                     | 433       | 110            | 25.4                        | 29                                  | 56       | -             | 70                                 |
| All other kinds of business                                 | 24                                    | 1,166     | 174            | 14.9                        | 81                                  | 81       | 5             | 198                                |
| <b>CHICAGO HEIGHTS</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 14                                    | 1,119     | 116            | 10.4                        | 37                                  | 69       | -             | 127                                |
| All other types   | 12                                    | 1,810     | 366            | 20.2                        | 127                                 | 151      | 2             | 445                                |
| Groceries and foods (except farm products)                  | 5                                     | 360       | 59             | 16.2                        | 16                                  | 17       | -             | 36                                 |
| Petroleum and its products                                  | 2                                     | 1,259     | 177            | 14.3                        | 41                                  | 73       | 1             | 82                                 |
| All other kinds of business                                 | 13                                    | 1,330     | 266            | 20.0                        | 107                                 | 130      | 1             | 454                                |
| <b>DANVILLE</b>   |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 47                                    | 5,572     | 496            | 15.9                        | 212                                 | 274      | 16            | 689                                |
| All other types   | 21                                    | 3,053     | 329            | 10.8                        | 91                                  | 118      | 4             | 252                                |
| Farm products--consumer goods                               | 10                                    | 675       | 76             | 11.3                        | 26                                  | 29       | 2             | 37                                 |
| Groceries and foods (except farm products)                  | 12                                    | 4,271     | 391            | 9.2                         | 144                                 | 202      | 1             | 433                                |
| Petroleum and its products                                  | 11                                    | 477       | 127            | 26.6                        | 40                                  | 54       | 1             | 75                                 |
| All other kinds of business                                 | 35                                    | 1,204     | 251            | 19.2                        | 101                                 | 107      | 16            | 295                                |
| <b>ELGIN</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 24                                    | 2,983     | 522            | 19.5                        | 224                                 | 228      | 4             | 206                                |
| All other types   | 15                                    | 1,415     | 267            | 19.9                        | 65                                  | 109      | 2             | 98                                 |
| Farm products--consumer goods                               | 6                                     | 1,192     | 225            | 18.9                        | 67                                  | 80       | 1             | 20                                 |
| Groceries and foods (except farm products)                  | 5                                     | 1,372     | 268            | 19.5                        | 121                                 | 152      | 1             | 79                                 |
| Petroleum and its products                                  | 9                                     | 663       | 156            | 23.5                        | 25                                  | 36       | -             | 58                                 |
| All other kinds of business                                 | 17                                    | 1,171     | 200            | 17.1                        | 74                                  | 123      | 4             | 147                                |
| <b>FREEPORT</b>   |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 35                                    | 2,642     | 451            | 18.2                        | 162                                 | 192      | 9             | 326                                |
| All other types   | 14                                    | 4,191     | 232            | 5.6                         | 165                                 | 72       | 1             | 155                                |
| Farm products--consumer goods                               | 7                                     | 2,259     | 141            | 5.3                         | 53                                  | 33       | 1             | 45                                 |
| Groceries and foods (except farm products)                  | 17                                    | 3,885     | 336            | 9.9                         | 129                                 | 125      | 2             | 267                                |
| Petroleum and its products                                  | 7                                     | 272       | 66             | 24.3                        | 40                                  | 23       | -             | 49                                 |
| All other kinds of business                                 | 18                                    | 443       | 123            | 27.8                        | 45                                  | 64       | 7             | 118                                |
| <b>GALESBURG</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 40                                    | 5,179     | 651            | 12.6                        | 233                                 | 338      | 15            | 581                                |
| All other types   | 26                                    | 3,293     | 412            | 12.5                        | 149                                 | 202      | 10            | 212                                |
| Farm products--raw materials                                | 4                                     | 994       | 41             | 4.1                         | 12                                  | 17       | 7             | 24                                 |
| Farm products--consumer goods                               | 4                                     | 329       | 90             | 17.0                        | 31                                  | 40       | 2             | 24                                 |
| Groceries and foods (except farm products)                  | 10                                    | 1,982     | 201            | 10.1                        | 74                                  | 112      | 3             | 176                                |
| Petroleum and its products                                  | 10                                    | 764       | 164            | 21.5                        | 61                                  | 84       | -             | 115                                |
| All other kinds of business                                 | 12                                    | 910       | 155            | 17.0                        | 55                                  | 78       | 3             | 242                                |
| <b>GRANITE CITY</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 11                                    | 2,313     | 398            | 16.8                        | 156                                 | 222      | 2             | 271                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2 B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                        | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Percent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 20,000 TO 50,000 POPULATION (continued)           |                                       |           |                |                        |                                     |          |               |                                    |
| <b>JOILET</b>   |                                       |           |                |                        |                                     |          |               |                                    |
|   | 63                                    | \$7,362   | \$1,614        | 21.9                   | 478                                 | \$641    | \$23          | \$856                              |
| Wholesale proper  | 36                                    | 4,322     | 1,080          | 25.0                   | 338                                 | 432      | 11            | 691                                |
| All other types   | 27                                    | 3,040     | 534            | 17.6                   | 140                                 | 209      | 12            | 165                                |
| Farm products-consumer goods                                | 8                                     | 568       | 171            | 30.1                   | 58                                  | 64       | 4             | 5                                  |
| Groceries and foods (except farm products)                  | 19                                    | 3,401     | 448            | 13.2                   | 178                                 | 247      | 9             | 290                                |
| Petroleum and its products                                  | 12                                    | 1,089     | 246            | 23.9                   | 62                                  | 103      | 4             | 52                                 |
| All other kinds of business                                 | 24                                    | 2,364     | 749            | 31.7                   | 180                                 | 227      | 6             | 509                                |
| <b>KANEKAKE</b>   |                                       |           |                |                        |                                     |          |               |                                    |
|   | 56                                    | 2,699     | 549            | 20.3                   | 189                                 | 272      | 17            | 545                                |
| Wholesale proper  | 19                                    | 1,152     | 237            | 20.6                   | 85                                  | 125      | 11            | 267                                |
| All other types   | 17                                    | 1,547     | 312            | 20.2                   | 104                                 | 147      | 6             | 278                                |
| Farm products-raw materials                                 | 3                                     | 202       | 46             | 22.8                   | 18                                  | 20       | 1             | 151                                |
| Farm products-consumer goods                                | 5                                     | 440       | 94             | 21.4                   | 59                                  | 50       | -             | 2                                  |
| Groceries and foods (except farm products)                  | 7                                     | 479       | 78             | 16.3                   | 21                                  | 45       | 3             | 48                                 |
| Petroleum and its products                                  | 11                                    | 884       | 183            | 20.7                   | 59                                  | 85       | 1             | 76                                 |
| All other kinds of business                                 | 10                                    | 694       | 148            | 21.3                   | 52                                  | 76       | 12            | 271                                |
| <b>MAYWOOD</b>  |                                       |           |                |                        |                                     |          |               |                                    |
|   | 14                                    | 478       | 80             | 16.7                   | 51                                  | 42       | 2             | 46                                 |
| <b>MOLINE</b>   |                                       |           |                |                        |                                     |          |               |                                    |
|   | 51                                    | 1,625     | 439            | 27.0                   | 154                                 | 215      | 7             | 383                                |
| Wholesale proper  | 26                                    | 1,524     | 410            | 26.9                   | 147                                 | 205      | 7             | 378                                |
| All other types   | 8                                     | 101       | 29             | 28.7                   | 7                                   | 10       | -             | 5                                  |
| <b>QUINCY</b>   |                                       |           |                |                        |                                     |          |               |                                    |
|   | 86                                    | 10,526    | 1,699          | 16.1                   | 683                                 | 896      | 45            | 1,746                              |
| Wholesale proper  | 63                                    | 8,058     | 1,355          | 16.8                   | 571                                 | 719      | 44            | 1,498                              |
| All other types   | 23                                    | 2,468     | 344            | 13.9                   | 112                                 | 177      | 1             | 248                                |
| Farm products-consumer goods                                | 16                                    | 3,506     | 537            | 15.3                   | 221                                 | 288      | 51            | 141                                |
| Groceries and foods (except farm products)                  | 20                                    | 3,206     | 330            | 10.3                   | 144                                 | 178      | 4             | 453                                |
| Petroleum and its products                                  | 7                                     | 217       | 74             | 34.1                   | 17                                  | 34       | 1             | 42                                 |
| All other kinds of business                                 | 43                                    | 3,597     | 758            | 21.1                   | 301                                 | 395      | 9             | 1,131                              |
| <b>ROCK ISLAND</b>  |                                       |           |                |                        |                                     |          |               |                                    |
|   | 66                                    | 6,233     | 1,068          | 17.1                   | 375                                 | 499      | 27            | 652                                |
| Wholesale proper  | 32                                    | 5,111     | 723            | 14.1                   | 263                                 | 321      | 24            | 429                                |
| All other types   | 14                                    | 1,122     | 345            | 30.7                   | 107                                 | 178      | 3             | 149                                |
| Farm products-consumer goods                                | 12                                    | 1,053     | 227            | 24.4                   | 90                                  | 94       | 6             | 80                                 |
| Groceries and foods (except farm products)                  | 19                                    | 1,221     | 280            | 22.9                   | 104                                 | 137      | 2             | 116                                |
| Petroleum and its products                                  | 7                                     | 721       | 127            | 17.5                   | 54                                  | 93       | 3             | 82                                 |
| All other kinds of business                                 | 28                                    | 3,238     | 344            | 10.6                   | 127                                 | 175      | 16            | 480                                |
| <b>WAUKEGAN</b>   |                                       |           |                |                        |                                     |          |               |                                    |
|   | 39                                    | 3,656     | 706            | 19.3                   | 327                                 | 286      | 18            | 401                                |
| Wholesale proper  | 28                                    | 2,027     | 447            | 22.1                   | 272                                 | 169      | 18            | 310                                |
| All other types   | 11                                    | 1,629     | 259            | 15.9                   | 55                                  | 97       | -             | 91                                 |
| Groceries and foods (except farm products)                  | 6                                     | 619       | 61             | 9.9                    | 19                                  | 35       | -             | 40                                 |
| Petroleum and its products                                  | 7                                     | 1,446     | 226            | 19.7                   | 60                                  | 95       | -             | 84                                 |
| All other kinds of business                                 | 26                                    | 1,591     | 360            | 22.6                   | 248                                 | 156      | 18            | 277                                |
| CITIES OF 5,000 TO 20,000 POPULATION                        |                                       |           |                |                        |                                     |          |               |                                    |
| Total   | 956                                   | 68,162    | 10,854         | 15.9                   | 3,721                               | 4,659    | 242           | 6,355                              |
| BATAVIA   | 4                                     | 53        | 11             | 20.8                   | 6                                   | 8        | -             | 5                                  |
| BEARDSTOWN  | 7                                     | 186       | 30             | 16.1                   | 13                                  | 17       | -             | 50                                 |
| BELVIDERE   | 9                                     | 342       | 70             | 20.5                   | 28                                  | 39       | 1             | 21                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                          | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|--------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 5,000 TO 20,000 POPULATION (continued)            |                                       |           |                |                          |                                     |          |               |                                    |
| BENTON  | 14                                    | \$1,109   | \$177          | 16.0                     | 56                                  | \$70     | \$7           | \$157                              |
| BLUE ISLAND   | 15                                    | 2,082     | 199            | 9.6                      | 56                                  | 86       | 4             | 122                                |
| BROCKFIELD  | 3                                     | 72        | 18             | 25.0                     | 5                                   | 6        | 1             | 26                                 |
| CAIRO   | 31                                    | 3,020     | 584            | 19.3                     | 228                                 | 270      | 21            | 652                                |
| CALUMET CITY  | 3                                     | 1,041     | 80             | 7.7                      | 28                                  | 48       | 1             | 15                                 |
| CARDEN  | 16                                    | 728       | 123            | 16.9                     | 50                                  | 68       | 3             | 93                                 |
| CARBONDALE  | 10                                    | 3,888     | 458            | 11.8                     | 83                                  | 276      | 2             | 215                                |
| CERTFALLA   | 54                                    | 1,630     | 542            | 30.4                     | 112                                 | 135      | 8             | 212                                |
| CHARLESTON  | 16                                    | 600       | 83             | 13.5                     | 16                                  | 25       | 2             | 76                                 |
| CLETON  | 11                                    | 650       | 65             | 10.0                     | 257                                 | 27       | 1             | 47                                 |
| COLLINGSVILLE   | 2                                     | 33        | 7              | 21.2                     | 1                                   | 3        | -             | 2                                  |
| DE KALB   | 22                                    | 785       | 174            | 22.2                     | 45                                  | 75       | 10            | 92                                 |
| DES PLAINES   | 9                                     | 1,608     | 110            | 6.9                      | 33                                  | 27       | 1             | 71                                 |
| DIXON   | 23                                    | 1,548     | 263            | 17.0                     | 88                                  | 113      | 2             | 176                                |
| DOWNER'S GROVE  | 2                                     | 568       | 49             | 8.6                      | 6                                   | 8        | -             | 17                                 |
| DUQUOIN   | 15                                    | 816       | 180            | 22.1                     | 71                                  | 85       | 6             | 104                                |
| EAST MOLINE   | 6                                     | 155       | 28             | 18.1                     | 13                                  | 14       | 2             | 13                                 |
| EAST PEORIA   | 5                                     | 412       | 72             | 17.5                     | 19                                  | 25       | 1             | 45                                 |
| EDWARDSVILLE  | 11                                    | 984       | 147            | 15.2                     | 33                                  | 63       | 4             | 155                                |
| ELMHURST  | 7                                     | 714       | 74             | 10.4                     | 16                                  | 27       | 1             | 12                                 |
| ELMWOOD PARK  | 2                                     | 41        | 9              | 22.0                     | 1                                   | 4        | -             | 2                                  |
| FOREST PARK   | 9                                     | 2,073     | 295            | 14.2                     | 61                                  | 197      | 6             | 72                                 |
| GILLESPIE   | 2                                     | 62        | 18             | 29.0                     | 1                                   | 7        | 5             | 3                                  |
| GLENCOE   | 2                                     | 649       | 75             | 11.6                     | 10                                  | 21       | 1             | 30                                 |
| GLEN KILLYN   | 4                                     | 116       | 30             | 25.9                     | 6                                   | 11       | -             | 10                                 |
| HARRISBURG  | 28                                    | 1,286     | 254            | 19.8                     | 105                                 | 125      | 5             | 189                                |
| HARVEY  | 3                                     | 669       | 55             | 7.9                      | 9                                   | 14       | -             | 42                                 |
| HERRIN  | 17                                    | 1,194     | 140            | 11.7                     | 44                                  | 67       | -             | 114                                |
| HIGHLAND PARK   | 7                                     | 1,061     | 163            | 15.4                     | 27                                  | 52       | 1             | 54                                 |
| HINSDALE  | 1                                     | 22        | 1              | 4.5                      | -                                   | -        | -             | -                                  |
| HOOPESTON   | 13                                    | 336       | 39             | 17.6                     | 6                                   | 29       | 12            | 63                                 |
| JACKSONVILLE  | 34                                    | 2,227     | 359            | 16.6                     | 148                                 | 172      | 7             | 331                                |
| JOHNSTON CITY   | 4                                     | 55        | 9              | 16.4                     | 4                                   | 4        | -             | 3                                  |
| Kewanee   | 29                                    | 1,547     | 247            | 16.0                     | 85                                  | 95       | 4             | 171                                |
| LA GRANGE   | 3                                     | 900       | 108            | 12.0                     | 15                                  | 27       | -             | 12                                 |
| LAKE FOREST   | 2                                     | 564       | 45             | 8.0                      | 6                                   | 9        | -             | 6                                  |
| LA SALLE  | 15                                    | 701       | 203            | 29.0                     | 42                                  | 57       | 7             | 76                                 |
| LAWRENCEVILLE   | 10                                    | 2,016     | 611            | 30.3                     | 102                                 | 190      | -             | 125                                |
| LINCOLN   | 19                                    | 534       | 85             | 15.9                     | 29                                  | 44       | 7             | 59                                 |
| LITTLERFIELD  | 16                                    | 951       | 126            | 13.2                     | 53                                  | 68       | 1             | 150                                |
| LOMBARD   | 1                                     | 38        | 28             | 50.0                     | 5                                   | 8        | -             | 7                                  |
| MACOMB  | 12                                    | 927       | 119            | 12.4                     | 49                                  | 57       | 1             | 105                                |
| MADISON   | 10                                    | 513       | 73             | 14.2                     | 38                                  | 38       | 4             | 22                                 |
| MARIION   | 12                                    | 723       | 156            | 18.8                     | 58                                  | 71       | 4             | 110                                |
| MATTOON   | 41                                    | 3,040     | 465            | 15.3                     | 184                                 | 195      | 17            | 277                                |
| McKROUSE PARK   | 10                                    | 1,139     | 230            | 20.2                     | 39                                  | 70       | 1             | 47                                 |
| METROPOLIS  | 17                                    | 888       | 161            | 18.1                     | 59                                  | 93       | 8             | 146                                |
| MONMOUTH  | 15                                    | 866       | 136            | 15.5                     | 83                                  | 76       | 4             | 111                                |
| MORRIS  | 12                                    | 569       | 148            | 25.0                     | 20                                  | 49       | -             | 64                                 |
| MOUNT CARMEL  | 10                                    | 416       | 63             | 15.1                     | 20                                  | 25       | 2             | 33                                 |
| MOUNT FERNON  | 37                                    | 1,954     | 458            | 23.2                     | 158                                 | 177      | 12            | 207                                |
| MURPHYSBORO   | 12                                    | 892       | 247            | 27.5                     | 75                                  | 81       | 2             | 93                                 |
| NAPERVILLE  | 3                                     | 675       | 60             | 8.9                      | 8                                   | 16       | 1             | 21                                 |
| NILES CENTER  | 2                                     | 44        | 7              | 15.9                     | 4                                   | 4        | -             | 1                                  |
| NORMAL  | 2                                     | 90        | 21             | 23.3                     | 24                                  | 9        | -             | 5                                  |
| NORTH CHICAGO   | 1                                     | 15        | 6              | 40.0                     | 2                                   | 3        | -             | 1                                  |
| OLNEY   | 10                                    | 415       | 75             | 18.1                     | 21                                  | 28       | 4             | 16                                 |
| OTTAWA  | 21                                    | 958       | 157            | 16.4                     | 65                                  | 83       | 4             | 101                                |



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Table 28.—STATE OF ILLINOIS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 5,000 TO 20,000 POPULATION (continued)            |                                       |           |                |                             |                                     |          |               |                                    |
| PAMA  | 18                                    | \$649     | \$117          | 18.0                        | 34                                  | \$59     | \$2           | \$74                               |
| PARIS   | 23                                    | 1,114     | 387            | 34.7                        | 52                                  | 68       | 6             | 135                                |
| PARK RIDGE  | 1                                     | 15        | 6              | 46.2                        | 3                                   | 3        | -             | 7                                  |
| PEKIN   | 13                                    | 1,629     | 169            | 10.4                        | 66                                  | 89       | 2             | 219                                |
| PERU  | 10                                    | 877       | 136            | 15.5                        | 74                                  | 82       | 6             | 101                                |
| PONTIAC   | 14                                    | 1,178     | 85             | 7.2                         | 26                                  | 38       | 2             | 38                                 |
| RIVER FOREST  | 2                                     | 56        | 14             | 25.0                        | 6                                   | 9        | -             | 4                                  |
| ST. CHARLES   | 6                                     | 262       | 46             | 17.6                        | 12                                  | 23       | 2             | 26                                 |
| SAVANNA   | 3                                     | 102       | 20             | 19.6                        | 7                                   | 9        | -             | 8                                  |
| SPRING VALLEY   | 18                                    | 423       | 65             | 15.4                        | 24                                  | 21       | 2             | 63                                 |
| STERLING  | 11                                    | 2,871     | 129            | 4.5                         | 41                                  | 57       | 4             | 159                                |
| STREATON  | 25                                    | 910       | 213            | 23.6                        | 88                                  | 107      | 5             | 110                                |
| SUMMIT  | 1                                     | 180       | 33             | 18.3                        | 10                                  | 16       | -             | 5                                  |
| TAYLORVILLE   | 12                                    | 451       | 101            | 22.4                        | 40                                  | 55       | 1             | 34                                 |
| URBANA  | 14                                    | 1,225     | 113            | 9.2                         | 39                                  | 55       | 4             | 58                                 |
| VILLA PARK  | 2                                     | 75        | 9              | 12.0                        | 3                                   | 5        | 1             | 1                                  |
| VENICE  | 2                                     | 10        | 1              | 10.0                        | 1                                   | 1        | -             | 1                                  |
| WEST FRANKFORT  | 17                                    | 483       | 112            | 23.2                        | 42                                  | 55       | -             | 53                                 |
| WHEATON   | 5                                     | 728       | 96             | 13.2                        | 20                                  | 36       | 1             | 12                                 |
| WILLMSTEW   | 3                                     | 218       | 54             | 25.6                        | 135                                 | 20       | -             | 6                                  |
| WINNETKA  | 2                                     | 57        | 12             | 21.1                        | 3                                   | 8        | 5             | -                                  |
| WOOD RIVER  | 4                                     | 290       | 69             | 23.8                        | 13                                  | 25       | -             | 15                                 |
| WOODSTOCK   | 8                                     | 277       | 39             | 14.1                        | 17                                  | 19       | 1             | 9                                  |
| ZION  | 2                                     | 20        | 5              | 25.0                        | 4                                   | 4        | -             | 5                                  |

- 1/ Includes 13 establishments dealing in petroleum and its products and 7 in all other products.
- 2/ Includes 1 establishment dealing in amusement and sporting goods; 2 in chemicals; 1 in drugs and drug sundries; 2 in furniture and house furnishings; 1 in jewelry and optical goods; 1 in petroleum and its products; and 16 in all other products.
- 3/ Includes 1 establishment dealing in automotive products; 1 in chemicals; 1 in farm products-consumer goods; 1 in furniture and house furnishings; 1 in jewelry and optical goods; 1 in lumber and building materials (other than metal); 1 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 1 in all other products.
- 4/ Includes 2 establishments dealing in coal; 1 in farm products-consumer goods; 1 in lumber and building materials (other than metal); 1 in machinery, equipment and supplies (except electrical); and 1 in all other products.
- 5/ Also includes 1 manufacturers' sales branch dealing in chemicals; and 1 "other type" dealing in farm products-consumer goods.
- 6/ Includes 1 establishment dealing in chemicals; 1 in coal; 1 in farm products-raw materials; and 1 in groceries and foods (except farm products).
- 7/ Includes 1 establishment dealing in chemicals; 1 in drugs and drug sundries; 1 in electrical goods; 1 in farm products-raw materials; 2 in furniture and house furnishings; 1 in hardware; 2 in lumber and building materials (other than metal); 2 in metals (except scrap); 1 in paper and its products; 2 in plumbing and heating equipment and supplies; 2 in tobacco and its products (except leaf); 1 in waste materials; and 6 in all other products.
- 8/ Includes 2 establishments dealing in farm products-consumer goods; 1 in jewelry and optical goods; 1 in machinery, equipment and supplies (except electrical); and 1 in metals (except scrap).
- 9/ Includes 2 establishments dealing in farm products-raw materials; 2 in farm products-consumer goods; 1 in groceries and foods (except farm products); and 1 in lumber and building materials (other than metal).
- 10/ Includes 1 broker dealing in farm supplies. Also includes 1 manufacturers' sales branch dealing in chemicals; 1 in machinery, equipment and supplies (except electrical); 2 in metals (except scrap); and 1 in plumbing and heating equipment and supplies.
- 11/ Includes 2 establishments dealing in farm products-raw materials; and 6 in petroleum and its products.
- 12/ Includes 1 establishment dealing in chemicals; 1 in clothing and furnishings; 1 in furniture and house furnishings; 1 in hardware; 2 in lumber and building materials (other than metal); 2 in machinery, equipment and supplies (except electrical); 2 in tobacco and its products (except leaf); and 5 in all other products.
- 13/ Includes 2 establishments dealing in amusement and sporting goods; 1 in electrical goods; 1 in farm products-consumer goods; 1 in jewelry and optical goods; 1 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); 1 in waste materials; and 1 in all other products.



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Table 3.—STATE OF ILLINOIS RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales  | TOTAL EXPENSES |                  | RECEIPTS FROM—       |                                  |              |               |                          |               |
|---|--------------------------|------------------|----------------|------------------|----------------------|----------------------------------|--------------|---------------|--------------------------|---------------|
|   |                          |                  | Amount         | Percent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental | Other sources | Number of establishments | Amount        |
| <b>Total for State</b>                                | <b>11,924</b>            | <b>2,816,346</b> | <b>522,441</b> | <b>11.4</b>      | <b>2,798,474</b>     | <b>6,929</b>                     | <b>53</b>    | <b>325</b>    | <b>179</b>               | <b>10,618</b> |
| Amusement and sporting goods                          | 120                      | 15,870           | 5,777          | 23.8             | 8,351                | 4                                | 1            | 7             | 23                       | 1/ 7,528      |
| Automotive products                                   | 498                      | 79,062           | 14,577         | 18.7             | 75,805               | 1,787                            | 1            | 1             | 7                        | 469           |
| Chemicals   | 199                      | 50,414           | 8,431          | 16.7             | 50,375               | 17                               | 2            | 2             | 4                        | 20            |
| Clothing and furnishings                              | 431                      | 69,432           | 9,547          | 13.5             | 69,425               | 5                                | -            | -             | 2                        | 2             |
| Coal  | 174                      | 74,003           | 8,665          | 11.7             | 73,960               | 12                               | 2            | 17            | 5                        | 14            |
| Drugs and drug sundries                               | 108                      | 43,713           | 7,415          | 17.0             | 45,691               | -                                | -            | -             | 1                        | 22            |
| Dry goods   | 597                      | 144,526          | 15,425         | 10.7             | 144,525              | -                                | -            | -             | -                        | 1             |
| Electrical goods                                      | 259                      | 62,944           | 11,085         | 17.8             | 61,059               | 1,201                            | -            | -             | 2                        | 4             |
| Farm products—raw materials                           | 1,418                    | 500,501          | 15,939         | 3.2              | 497,567              | 2,652                            | 2            | 2             | 20                       | 230           |
| Farm products—consumer goods                          | 1,653                    | 277,645          | 27,762         | 10.0             | 277,503              | 25                               | 3            | 24            | 22                       | 95            |
| Farm supplies   | 159                      | 18,438           | 3,753          | 20.4             | 18,574               | 40                               | 4            | 22            | 2                        | 2             |
| Furniture and house furnishings                       | 516                      | 43,677           | 6,656          | 15.2             | 43,564               | 16                               | 1            | 13            | 6                        | 64            |
| Groceries and foods (except farm products)            | 1,534                    | 565,231          | 62,263         | 10.6             | 564,758              | 1                                | 9            | 115           | 26                       | 337           |
| Hardware  | 106                      | 21,362           | 4,267          | 20.0             | 21,205               | 10                               | 2            | 10            | 1                        | 137           |
| Jewelry and optical goods                             | 188                      | 22,908           | 5,376          | 23.5             | 22,867               | 29                               | 2            | 10            | 1                        | 2             |
| Lumber and building materials (other than metal)      | 281                      | 43,791           | 9,025          | 20.6             | 43,765               | 23                               | 1            | 3             | 1                        | 2             |
| Machinery, equipment and supplies (except electrical) | 854                      | 156,146          | 26,519         | 19.5             | 133,632              | 695                              | 6            | 20            | 33                       | 2/ 1,409      |
| Metals (except scrap)                                 | 176                      | 174,242          | 10,816         | 6.2              | 174,214              | 27                               | -            | -             | 1                        | 1             |
| Paper and its products                                | 265                      | 82,376           | 10,877         | 13.2             | 82,250               | 21                               | 6            | 43            | 4                        | 62            |
| Petroleum and its products                            | 1,474                    | 135,035          | 29,424         | 21.8             | 134,929              | 86                               | 4            | 13            | 4                        | 7             |
| Plumbing and heating equipment and supplies           | 160                      | 19,472           | 4,495          | 23.1             | 19,351               | 76                               | 1            | 1             | 4                        | 44            |
| Tobacco and its products (except leaf)                | 137                      | 56,835           | 2,792          | 4.9              | 56,801               | -                                | -            | -             | 5                        | 32            |
| Waste materials                                       | 232                      | 20,494           | 2,338          | 11.4             | 20,491               | 3                                | -            | -             | -                        | -             |
| All other kinds of business                           | 755                      | 140,131          | 21,457         | 15.3             | 140,054              | 9                                | 6            | 22            | 6                        | 66            |

1/ Includes 25 exchanges dealing in motion picture films with income from film rentals of \$7,528,000.

2/ Includes 10 establishments dealing in machinery, equipment and supplies with receipts for machine rentals amounting to \$1,102,000.

## WHOLESALE DISTRIBUTION: 1933

13-34  
Census of  
American  
Business

Table 4.—STATE OF ILLINOIS CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS   | ALL ESTABLISHMENTS |                    | ESTABLISHMENTS REPORTING CREDIT SALES |                                       |                    |                                       |                    |  |                         |                  |                  |
|---|--------------------|--------------------|---------------------------------------|---------------------------------------|--------------------|---------------------------------------|--------------------|--|-------------------------|------------------|------------------|
|   | Number             | Net sales          | Number                                | Percent of total for kind of business | Net sales          | Percent of total for kind of business | Credit sales       |  |                         | Total Expenses   |                  |
|   |                    |                    |                                       |                                       |                    |                                       | Amount             | Percent of sales                           |                         | Amount           | Percent of sales |
|   |                    |                    |                                       |                                       |                    |                                       |                    | Establishments re-<br>porting credit sales | All estab-<br>lishments |                  |                  |
| <b>Total for State</b>                      | <b>11,924</b>      | <b>\$2,316,346</b> | <b>7,696</b>                          | <b>64.5</b>                           | <b>\$1,845,118</b> | <b>65.5</b>                           | <b>\$1,560,480</b> | <b>84.6</b>                                | <b>55.4</b>             | <b>\$249,987</b> | <b>13.5</b>      |
| <b>WHOLESALESAERS PROPER</b>                |                    |                    |                                       |                                       |                    |                                       |                    |  |                         |                  |                  |
| <b>Total</b>                                | <b>5,971</b>       | <b>965,414</b>     | <b>4,020</b>                          | <b>67.3</b>                           | <b>800,104</b>     | <b>82.9</b>                           | <b>667,394</b>     | <b>83.4</b>                                | <b>69.1</b>             | <b>135,490</b>   | <b>16.9</b>      |
| Amusement and sporting goods                | 83                 | 5,974              | 46                                    | 52.3                                  | 4,874              | 83.0                                  | 5,741              | 76.8                                       | 63.7                    | 1,298            | 26.6             |
| Automotive products                         | 427                | 40,250             | 507                                   | 71.9                                  | 34,941             | 86.9                                  | 29,272             | 83.8                                       | 72.8                    | 6,659            | 19.1             |
| Chemicals                                   | 94                 | 7,883              | 77                                    | 81.9                                  | 7,329              | 93.0                                  | 6,662              | 90.9                                       | 84.5                    | 1,850            | 25.2             |
| Clothing and furnishings                    | 238                | 39,469             | 162                                   | 70.5                                  | 38,964             | 83.5                                  | 31,504             | 95.6                                       | 79.8                    | 5,080            | 15.4             |
| Coal  | 127                | 36,418             | 101                                   | 79.5                                  | 29,958             | 87.1                                  | 26,721             | 89.2                                       | 77.6                    | 4,559            | 14.4             |
| Drugs and drug sundries                     | 76                 | 22,248             | 45                                    | 59.2                                  | 20,872             | 93.8                                  | 17,611             | 84.4                                       | 73.2                    | 3,010            | 14.4             |
| Dry goods                                   | 198                | 68,257             | 159                                   | 80.3                                  | 65,371             | 95.8                                  | 63,501             | 97.1                                       | 93.0                    | 11,880           | 18.2             |
| Electrical goods                            | 157                | 20,108             | 128                                   | 76.6                                  | 16,290             | 81.0                                  | 12,848             | 78.9                                       | 63.9                    | 4,197            | 25.8             |
| Farm products - raw materials               | 146                | 56,248             | 75                                    | 51.4                                  | 18,138             | 37.4                                  | 13,978             | 77.1                                       | 62.1                    | 968              | 5.3              |
| Farm products - consumer goods              | 781                | 160,444            | 544                                   | 69.7                                  | 123,540            | 80.7                                  | 100,228            | 77.4                                       | 82.5                    | 15,627           | 12.1             |
| Farm supplies                               | 77                 | 13,440             | 65                                    | 85.4                                  | 7,040              | 52.4                                  | 4,023              | 57.1                                       | 29.9                    | 1,732            | 25.5             |
| Furniture and house furnishings             | 167                | 13,329             | 116                                   | 69.5                                  | 12,169             | 91.3                                  | 11,026             | 90.6                                       | 82.7                    | 2,973            | 24.4             |
| General merchandise                         | 8                  | 12,161             | 3                                     | 37.5                                  | 12,099             | 99.4                                  | 11,932             | 98.7                                       | 98.1                    | 2,114            | 17.5             |
| Groceries and foods                         | 1,163              | 197,055            | 713                                   | 61.0                                  | 175,999            | 88.3                                  | 130,975            | 75.3                                       | 66.5                    | 27,565           | 15.7             |
| Hardware                                    | 59                 | 15,650             | 56                                    | 81.2                                  | 15,237             | 98.3                                  | 13,921             | 91.1                                       | 89.5                    | 5,367            | 32.0             |
| Jewelry and optical goods                   | 134                | 14,014             | 87                                    | 64.9                                  | 10,327             | 75.4                                  | 8,538              | 84.2                                       | 61.8                    | 2,959            | 23.9             |
| Lumber and building materials               | 179                | 14,935             | 162                                   | 90.5                                  | 13,350             | 89.7                                  | 10,660             | 79.8                                       | 71.6                    | 4,023            | 30.1             |
| Machinery, equipment and supplies           | 391                | 35,682             | 315                                   | 80.6                                  | 30,030             | 89.2                                  | 25,690             | 85.5                                       | 76.3                    | 9,240            | 31.1             |
| Metals (except scrap)                       | 66                 | 16,861             | 56                                    | 84.8                                  | 15,505             | 92.0                                  | 15,167             | 97.8                                       | 90.0                    | 3,723            | 24.0             |
| Paper and its products                      | 170                | 31,774             | 142                                   | 83.5                                  | 27,859             | 87.7                                  | 24,213             | 86.5                                       | 76.2                    | 5,844            | 21.0             |
| Petroleum and its products                  | 127                | 17,635             | 84                                    | 66.1                                  | 15,932             | 90.3                                  | 13,905             | 87.3                                       | 71.8                    | 2,995            | 17.1             |
| Plumbing and heating equipment and supplies | 99                 | 6,978              | 86                                    | 86.9                                  | 6,627              | 95.0                                  | 5,000              | 75.4                                       | 78.7                    | 1,806            | 27.3             |
| Tobacco and its products                    | 120                | 33,640             | 90                                    | 75.0                                  | 31,671             | 94.1                                  | 23,124             | 75.0                                       | 68.7                    | 1,598            | 5.0              |
| Waste materials                             | 227                | 18,620             | 60                                    | 26.4                                  | 15,331             | 82.3                                  | 14,898             | 97.2                                       | 80.0                    | 1,842            | 10.1             |
| All other products                          | 567                | 60,595             | 320                                   | 56.4                                  | 58,628             | 86.9                                  | 48,037             | 91.3                                       | 79.3                    | 10,064           | 19.1             |
| <b>ALL OTHER TYPES</b>                      |                    |                    |                                       |                                       |                    |                                       |                    |  |                         |                  |                  |
| <b>Total</b>                                | <b>5,993</b>       | <b>1,850,932</b>   | <b>3,676</b>                          | <b>61.8</b>                           | <b>1,045,014</b>   | <b>56.5</b>                           | <b>893,186</b>     | <b>85.5</b>                                | <b>48.3</b>             | <b>114,497</b>   | <b>11.0</b>      |
| Amusement and sporting goods                | 32                 | 9,996              | 19                                    | 59.4                                  | 4,037              | 40.4                                  | 2,268              | 64.0                                       | 25.9                    | 627              | 15.5             |
| Automotive products                         | 71                 | 37,837             | 60                                    | 84.5                                  | 30,915             | 81.7                                  | 27,492             | 72.8                                       | 59.5                    | 5,605            | 18.1             |
| Chemicals                                   | 105                | 42,831             | 88                                    | 81.0                                  | 37,685             | 89.1                                  | 37,272             | 98.4                                       | 87.6                    | 5,416            | 14.3             |
| Clothing and furnishings                    | 173                | 29,965             | 128                                   | 74.0                                  | 25,153             | 75.9                                  | 21,815             | 98.9                                       | 72.8                    | 2,327            | 10.5             |
| Coal  | 47                 | 39,565             | 38                                    | 80.9                                  | 13,788             | 34.8                                  | 12,809             | 92.9                                       | 32.4                    | 1,333            | 9.7              |
| Drugs and drug sundries                     | 32                 | 21,467             | 22                                    | 89.8                                  | 13,976             | 65.2                                  | 13,526             | 99.6                                       | 63.0                    | 3,216            | 23.7             |
| Dry goods                                   | 199                | 76,069             | 165                                   | 82.9                                  | 60,744             | 79.9                                  | 57,537             | 94.8                                       | 75.7                    | 8,602            | 4.3              |
| Electrical goods                            | 102                | 42,158             | 74                                    | 72.5                                  | 37,287             | 88.5                                  | 36,192             | 97.1                                       | 88.9                    | 5,733            | 15.4             |
| Farm products - raw materials               | 1,272              | 434,253            | 457                                   | 35.9                                  | 41,939             | 9.7                                   | 10,287             | 24.5                                       | 2.4                     | 2,133            | 5.1              |
| Farm products - consumer goods              | 872                | 117,201            | 175                                   | 20.1                                  | 54,290             | 46.3                                  | 35,750             | 65.9                                       | 30.5                    | 5,832            | 10.5             |
| Farm supplies                               | 42                 | 4,998              | 20                                    | 47.6                                  | 2,327              | 47.2                                  | 1,333              | 56.6                                       | 26.7                    | 423              | 18.2             |
| Furniture and house furnishings             | 149                | 30,348             | 102                                   | 68.5                                  | 24,192             | 79.7                                  | 23,556             | 97.4                                       | 77.6                    | 2,459            | 10.2             |
| General merchandise                         | 1                  | (X)                | -                                     | -                                     | -                  | -                                     | -                  | -  | -                       | -                | -                |
| Groceries and foods                         | 296                | 368,165            | 247                                   | 64.0                                  | 224,836            | 60.5                                  | 209,859            | 89.4                                       | 64.1                    | 21,972           | 9.4              |
| Hardware                                    | 37                 | 5,812              | 27                                    | 73.0                                  | 4,818              | 84.6                                  | 4,876              | 99.1                                       | 83.9                    | 736              | 15.0             |
| Jewelry and optical goods                   | 54                 | 8,294              | 34                                    | 63.0                                  | 6,708              | 75.4                                  | 6,638              | 99.0                                       | 74.6                    | 1,238            | 18.5             |
| Lumber and building materials               | 102                | 28,898             | 75                                    | 73.5                                  | 24,482             | 84.8                                  | 24,135             | 98.7                                       | 83.7                    | 4,256            | 17.4             |
| Machinery, equipment and supplies           | 463                | 102,464            | 378                                   | 81.6                                  | 90,505             | 88.3                                  | 87,447             | 96.6                                       | 88.3                    | 14,015           | 15.5             |
| Metals (except scrap)                       | 110                | 157,931            | 80                                    | 72.7                                  | 127,795            | 80.9                                  | 127,171            | 98.8                                       | 80.8                    | 4,983            | 3.9              |
| Paper and its products                      | 95                 | 50,602             | 71                                    | 74.7                                  | 39,656             | 78.4                                  | 38,813             | 97.9                                       | 76.7                    | 3,004            | 7.6              |
| Petroleum and its products                  | 1,247              | 117,400            | 1,234                                 | 91.6                                  | 105,966            | 90.3                                  | 54,792             | 61.7                                       | 46.7                    | 17,421           | 16.4             |
| Plumbing & heating eq't & supplies          | 61                 | 12,494             | 48                                    | 78.7                                  | 9,033              | 72.3                                  | 8,660              | 95.9                                       | 69.3                    | 1,825            | 20.2             |
| Tobacco and its products                    | 17                 | 23,193             | 5                                     | 29.5                                  | 12,957             | 55.9                                  | 12,591             | 97.9                                       | 54.7                    | 955              | 7.4              |
| Waste materials                             | 5                  | (X)                | (X)                                   | (X)                                   | (X)                | (X)                                   | (X)                | (X)  | (X)                     | -                | -                |
| All other products                          | 179                | 67,167             | 126                                   | 70.4                                  | 45,514             | 64.8                                  | 41,007             | 94.2                                       | 61.1                    | 6,501            | 14.5             |

## WHOLESALE DISTRIBUTION: 1933

19-3

Census of

American  
Business

Table 5.—STATE OF

ILLINOIS

DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |                  |                | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |                                       |                  |                                       |                |                  |                               |                                     |                           |                                   |
|---|--------------------|------------------|----------------|--|---------------------------------------|------------------|---------------------------------------|----------------|------------------|-------------------------------|-------------------------------------|---------------------------|-----------------------------------|
|   | Number             | Net sales        | Total expenses | Number of establishments                       | Percent of total for kind of business | Net sales        | Percent of total for kind of business | Total expenses |                  | Sales to retailers for resale | Sales to home consumers (at retail) | Sales to industrial users | Sales to whole-sale organizations |
|   |                    |                  |                |  |                                       |                  |                                       | Amount         | Percent of sales |                               |                                     |                           |                                   |
| <b>Total for State</b>                    | <b>11,924</b>      | <b>2,616,346</b> | <b>322,441</b> | <b>9,877</b>                                   | <b>82.8</b>                           | <b>2,143,767</b> | <b>76.1</b>                           | <b>258,200</b> | <b>12.0</b>      | <b>1,127,682</b>              | <b>40,819</b>                       | <b>810,780</b>            | <b>466,073</b>                    |
| <b>WHOLESALESAERS PROPER</b>              |                    |                  |                |  |                                       |                  |                                       |                |                  |                               |                                     |                           |                                   |
| <b>Total</b>                              | <b>5,971</b>       | <b>965,414</b>   | <b>159,516</b> | <b>5,870</b>                                   | <b>93.3</b>                           | <b>894,379</b>   | <b>92.6</b>                           | <b>147,031</b> | <b>16.4</b>      | <b>614,596</b>                | <b>27,234</b>                       | <b>176,902</b>            | <b>75,647</b>                     |
| Amusement and sporting goods              | 86                 | 5,874            | 1,627          | 78   | 89.8                                  | 5,361            | 91.6                                  | 1,455          | 27.0             | 2,910                         | 345                                 | 1,476                     | 650                               |
| Automotive products                       | 427                | 40,233           | 8,172          | 407  | 95.3                                  | 39,025           | 97.0                                  | 7,760          | 19.0             | 31,262                        | 3,844                               | 2,297                     | 1,680                             |
| Chemicals                                 | 94                 | 7,883            | 1,965          | 86   | 91.5                                  | 6,728            | 85.3                                  | 1,584          | 23.5             | 1,978                         | 359                                 | 4,123                     | 268                               |
| Clothing and furnishings                  | 266                | 39,463           | 6,097          | 256  | 99.2                                  | 39,381           | 99.7                                  | 6,090          | 15.5             | 36,043                        | 248                                 | 663                       | 407                               |
| Coal                                      | 129                | 34,413           | 4,865          | 108  | 81.1                                  | 29,201           | 84.8                                  | 4,011          | 13.7             | 12,510                        | 1,322                               | 11,224                    | 4,136                             |
| Drugs and drug sundries                   | 74                 | 22,246           | 2,225          | 71   | 95.4                                  | 21,519           | 96.8                                  | 3,132          | 14.7             | 20,757                        | 130                                 | 393                       | 39                                |
| Dry goods                                 | 198                | 68,257           | 12,423         | 194  | 98.0                                  | 67,966           | 99.6                                  | 12,398         | 18.2             | 56,677                        | 361                                 | 10,161                    | 747                               |
| Electrical goods                          | 167                | 20,106           | 4,814          | 158  | 95.2                                  | 18,703           | 93.0                                  | 4,514          | 24.1             | 11,026                        | 1,423                               | 6,089                     | 165                               |
| Farm products—raw materials               | 146                | 66,248           | 5,538          | 140  | 74.0                                  | 40,744           | 61.5                                  | 3,185          | 7.8              | 2,451                         | 32                                  | 32,830                    | 5,081                             |
| Farm products—consumer goods              | 791                | 160,444          | 18,421         | 708  | 89.9                                  | 149,430          | 93.1                                  | 17,144         | 11.5             | 120,456                       | 4,487                               | 3,060                     | 21,429                            |
| Farm supplies                             | 117                | 13,440           | 3,118          | 89   | 76.1                                  | 11,302           | 84.1                                  | 2,138          | 16.9             | 9,647                         | 1,098                               | 593                       | 1,264                             |
| Furniture and house furnishings           | 167                | 13,323           | 3,263          | 158  | 94.6                                  | 12,322           | 92.5                                  | 3,358          | 25.3             | 10,326                        | 626                                 | 1,404                     | 989                               |
| General merchandise                       | 8                  | 12,161           | 2,120          | 8  | 100.0                                 | 12,161           | 100.0                                 | 2,120          | 17.4             | 12,020                        | 101                                 | 32                        | 8                                 |
| Groceries and foods                       | 1,168              | 197,065          | 30,367         | 1,145  | 98.0                                  | 192,256          | 97.6                                  | 29,441         | 15.3             | 162,703                       | 6,165                               | 14,891                    | 6,497                             |
| Hardware                                  | 93                 | 15,550           | 3,435          | 86   | 95.7                                  | 14,222           | 91.5                                  | 3,158          | 22.2             | 11,978                        | 634                                 | 1,298                     | 312                               |
| Jewelry and optical goods                 | 134                | 14,014           | 3,938          | 133  | 99.3                                  | 13,658           | 96.9                                  | 3,900          | 29.1             | 11,586                        | 286                                 | 1,735                     | 282                               |
| Lumber & building materials               | 173                | 14,893           | 4,441          | 140  | 79.2                                  | 10,276           | 69.0                                  | 2,857          | 27.6             | 4,125                         | 952                                 | 4,789                     | 460                               |
| Machinery, eq't., supplies                | 391                | 33,662           | 10,357         | 364  | 93.1                                  | 30,834           | 91.5                                  | 9,851          | 31.0             | 8,234                         | 636                                 | 21,062                    | 753                               |
| Metals (except scrap)                     | 36                 | 16,863           | 3,947          | 34   | 81.8                                  | 14,412           | 85.5                                  | 3,334          | 23.1             | 2,641                         | 162                                 | 11,463                    | 246                               |
| Paper and its products                    | 120                | 31,774           | 6,957          | 112  | 93.3                                  | 30,617           | 96.4                                  | 6,717          | 21.9             | 16,973                        | 1,148                               | 11,863                    | 1,113                             |
| Petroleum and its products                | 177                | 17,635           | 2,709          | 97   | 76.4                                  | 15,674           | 88.9                                  | 2,100          | 13.4             | 9,330                         | 738                                 | 4,536                     | 77                                |
| Plumbing & heating eq't.                  | 99                 | 6,978            | 1,951          | 99   | 100.0                                 | 6,978            | 100.0                                 | 1,951          | 28.1             | 3,786                         | 569                                 | 2,568                     | 123                               |
| Tobacco and its products                  | 120                | 35,643           | 1,718          | 120  | 100.0                                 | 35,643           | 100.0                                 | 1,718          | 5.1              | 32,356                        | 279                                 | 8                         | 996                               |
| Waste materials                           | 27                 | 18,620           | 2,258          | 19   | 69.7                                  | 16,830           | 90.4                                  | 2,000          | 11.9             | 1,063                         | 63                                  | 13,767                    | 1,317                             |
| All other products                        | 567                | 80,595           | 11,689         | 568  | 99.3                                  | 60,142           | 99.3                                  | 11,125         | 19.0             | 21,159                        | 820                                 | 17,037                    | 21,126                            |
| <b>ALL OTHER TYPES</b>                    |                    |                  |                |  |                                       |                  |                                       |                |                  |                               |                                     |                           |                                   |
| <b>Total</b>                              | <b>5,953</b>       | <b>1,850,932</b> | <b>162,926</b> | <b>4,307</b>                                   | <b>72.4</b>                           | <b>1,249,378</b> | <b>67.5</b>                           | <b>111,169</b> | <b>6.9</b>       | <b>512,968</b>                | <b>13,068</b>                       | <b>331,676</b>            | <b>591,426</b>                    |
| Amusement and sporting goods              | 32                 | 9,996            | 2,150          | 17   | 53.1                                  | 2,228            | 22.3                                  | 545            | 15.5             | 961                           | -                                   | 1,234                     | 13                                |
| Automotive products                       | 71                 | 37,832           | 6,405          | 56   | 78.9                                  | 27,614           | 73.0                                  | 5,030          | 16.2             | 21,456                        | 922                                 | 3,376                     | 1,668                             |
| Chemicals                                 | 106                | 42,531           | 6,466          | 90   | 85.7                                  | 27,739           | 65.2                                  | 4,710          | 17.0             | 5,766                         | 262                                 | 13,673                    | 2,228                             |
| Clothing and furnishings                  | 178                | 29,363           | 3,250          | 170  | 96.3                                  | 27,497           | 91.8                                  | 2,664          | 9.3              | 24,232                        | 37                                  | 1,018                     | 2,210                             |
| Coal                                      | 47                 | 39,858           | 3,800          | 36   | 75.2                                  | 13,752           | 34.8                                  | 1,297          | 4.4              | 9,076                         | 56                                  | 4,550                     | 41                                |
| Drugs and drug sundries                   | 32                 | 21,467           | 4,127          | 26   | 81.3                                  | 16,067           | 74.8                                  | 2,598          | 16.2             | 12,422                        | 126                                 | 5,267                     | 2,957                             |
| Dry goods                                 | 199                | 76,069           | 3,002          | 197  | 99.0                                  | 71,222           | 93.6                                  | 2,968          | 4.2              | 16,648                        | 330                                 | 48,706                    | 4,468                             |
| Electrical goods                          | 102                | 42,136           | 6,271          | 77   | 75.5                                  | 36,425           | 86.4                                  | 5,354          | 14.7             | 6,176                         | 22                                  | 26,816                    | 5,269                             |
| Farm products—raw materials               | 1,272              | 434,235          | 10,401         | 936  | 73.6                                  | 202,366          | 46.6                                  | 6,163          | 3.0              | 11,348                        | 3,408                               | 16,861                    | 170,779                           |
| Farm products—consumer goods              | 476                | 117,301          | 9,541          | 370  | 78.0                                  | 97,864           | 83.5                                  | 7,532          | 7.7              | 86,861                        | 468                                 | 8,766                     | 31,757                            |
| Farm supplies                             | 42                 | 4,993            | 634            | 27   | 64.3                                  | 2,430            | 48.6                                  | 445            | 13.3             | 1,888                         | 151                                 | 1,96                      | 147                               |
| Furniture and house furnishings           | 149                | 30,348           | 3,267          | 141  | 94.6                                  | 28,139           | 92.7                                  | 3,045          | 10.8             | 20,826                        | 268                                 | 2,476                     | 4,679                             |
| General merchandise                       | 1                  | (X)              | (X)            | (X)  | (X)                                   | (X)              | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                               |
| Groceries and foods                       | 366                | 389,166          | 31,676         | 335  | 86.8                                  | 346,247          | 89.2                                  | 27,260         | 7.9              | 199,713                       | 374                                 | 22,876                    | 123,282                           |
| Hardware                                  | 97                 | 5,812            | 832            | 34   | 31.9                                  | 5,562            | 96.7                                  | 805            | 14.6             | 4,000                         | 17                                  | 994                       | 551                               |
| Jewelry and optical goods                 | 54                 | 6,894            | 1,456          | 50   | 92.6                                  | 7,728            | 86.9                                  | 1,358          | 17.6             | 6,688                         | 18                                  | 396                       | 639                               |
| Lumber & building materials               | 162                | 28,899           | 4,884          | 71   | 49.6                                  | 19,115           | 66.1                                  | 3,076          | 16.1             | 9,186                         | 189                                 | 7,667                     | 2,115                             |
| Machinery, eq't., supplies                | 463                | 102,464          | 16,162         | 418  | 90.3                                  | 73,285           | 71.5                                  | 13,368         | 16.3             | 17,686                        | 676                                 | 51,680                    | 3,173                             |
| Metals (except scrap)                     | 110                | 187,361          | 6,869          | 76   | 69.1                                  | 74,463           | 41.3                                  | 4,261          | 5.7              | 19,696                        | 818                                 | 81,870                    | 2,060                             |
| Paper and its products                    | 95                 | 50,602           | 3,920          | 71   | 74.7                                  | 41,037           | 61.3                                  | 2,319          | 7.5              | 12,656                        | 188                                 | 14,306                    | 3,978                             |
| Petroleum and its products                | 1,347              | 117,400          | 26,715         | 494  | 36.7                                  | 40,056           | 34.1                                  | 6,352          | 15.9             | 28,823                        | 2,839                               | 5,924                     | 2,467                             |
| Plumbing & heating eq't.                  | 61                 | 12,494           | 2,536          | 56   | 91.8                                  | 10,003           | 80.1                                  | 1,938          | 19.4             | 4,600                         | 1,109                               | 3,731                     | 560                               |
| Tobacco and its products                  | 17                 | 23,193           | 1,074          | 15   | 88.2                                  | 22,896           | 97.4                                  | 1,062          | 4.7              | 4,052                         | 7                                   | 18,544                    | 1,844                             |
| Waste materials                           | 5                  | (X)              | (X)            | (X)  | (X)                                   | (X)              | (X)                                   | (X)            | (X)              | 7                             | (X)                                 | (X)                       | (X)                               |
| All other products                        | 179                | 67,167           | 7,702          | 167  | 93.3                                  | 63,849           | 95.1                                  | 7,193          | 11.3             | 4,864                         | 666                                 | 37,122                    | 7,476                             |

## WHOLESALE DISTRIBUTION: 1933

Table 6.—STATE OF ILLINOIS MONTHLY EMPLOYMENT, BY KIND OF BUSINESS For States and Cities of 500,000 Population and Over

| State and kind of business                             | Numbers and Proportion of Men and Women Employed |        | Employment ratio to total | Months or Quarters—By Month |         |          |        |        |        |        |        |        |           |         |          | October | November | December |          |
|--|--|--------|---------------------------|-----------------------------|---------|----------|--------|--------|--------|--------|--------|--------|-----------|---------|----------|---------|----------|----------|----------|
|  | Men  | Women  |                           | Average number of employees | January | February | March  | April  | May    | June   | July   | August | September | October | November |         |          |          | December |
|  |  |        |                           |                             |         |          |        |        |        |        |        |        |           |         |          |         |          |          |          |
| Amusement and sporting goods.                          | 70   | 718    | 508                       | 41.3                        | 1,102   | 1,042    | 1,008  | 1,102  | 1,117  | 1,102  | 1,123  | 1,145  | 1,154     | 1,153   | 1,156    | 1,156   |          |          |          |
| Automotive products.                                   | 298  | 3,928  | 4,326                     | 13.1                        | 4,326   | 4,054    | 4,117  | 4,132  | 4,136  | 4,136  | 4,136  | 4,136  | 4,136     | 4,136   | 4,136    | 4,136   |          |          |          |
| Chemicals.   | 71   | 1,931  | 858                       | 27.5                        | 1,685   | 1,756    | 1,749  | 1,788  | 1,788  | 1,788  | 1,788  | 1,788  | 1,788     | 1,788   | 1,788    | 1,788   |          |          |          |
| Clothing and furnishings.                              | 298  | 1,686  | 976                       | 34.1                        | 2,608   | 2,406    | 2,374  | 2,458  | 2,410  | 2,420  | 2,420  | 2,420  | 2,420     | 2,420   | 2,420    | 2,420   |          |          |          |
| Cool.  | 64   | 1,797  | 289                       | 12.6                        | 283     | 201      | 221    | 286    | 220    | 198    | 256    | 264    | 284       | 287     | 243      | 243     |          |          |          |
| Drugs and drug sundries.                               | 59   | 1,156  | 897                       | 42.4                        | 1,664   | 1,754    | 1,754  | 1,740  | 1,713  | 1,727  | 1,735  | 1,928  | 1,921     | 2,002   | 2,006    | 2,007   |          |          |          |
| Dry goods.   | 245  | 4,356  | 1,370                     | 23.9                        | 5,495   | 5,425    | 5,425  | 5,425  | 5,425  | 5,425  | 5,425  | 5,425  | 5,425     | 5,425   | 5,425    | 5,425   |          |          |          |
| Electrical goods.                                      | 126  | 3,126  | 783                       | 19.4                        | 3,691   | 3,377    | 3,426  | 3,661  | 3,671  | 3,636  | 3,741  | 3,810  | 3,902     | 3,986   | 3,622    | 3,772   |          |          |          |
| Farm products—raw materials.                           | 946  | 4,453  | 461                       | 9.0                         | 4,284   | 4,076    | 4,177  | 4,193  | 4,197  | 4,131  | 4,237  | 4,179  | 4,211     | 4,130   | 4,130    | 4,130   |          |          |          |
| Farm products—consumer goods.                          | 1,451  | 7,867  | 1,385                     | 15.2                        | 7,697   | 7,087    | 7,030  | 7,223  | 7,556  | 7,496  | 7,763  | 7,885  | 7,876     | 8,124   | 8,305    | 8,303   |          |          |          |
| Farm supplies.   | 130  | 1,058  | 448                       | 30.1                        | 1,421   | 1,303    | 1,379  | 1,463  | 1,423  | 1,423  | 1,372  | 1,265  | 1,472     | 1,515   | 1,332    | 1,515   |          |          |          |
| Furniture and house furnishings.                       | 180  | 1,760  | 473                       | 24.4                        | 1,932   | 1,777    | 1,810  | 1,820  | 1,820  | 1,820  | 1,820  | 1,820  | 1,820     | 1,820   | 1,820    | 1,820   |          |          |          |
| General merchandise.                                   | 6  | 569    | 818                       | 67.4                        | 663     | 675      | 672    | 660    | 750    | 767    | 801    | 845    | 1,011     | 1,017   | 1,016    | 1,016   |          |          |          |
| Groceries and foods (except farm products).            | 1,032  | 18,132 | 3,312                     | 17.9                        | 17,542  | 16,215   | 16,215 | 16,215 | 16,215 | 16,215 | 16,215 | 16,215 | 16,215    | 16,215  | 16,215   | 16,215  |          |          |          |
| Hardware.  | 66   | 1,350  | 297                       | 17.9                        | 1,653   | 1,580    | 1,680  | 1,674  | 1,674  | 1,680  | 1,621  | 1,621  | 1,621     | 1,621   | 1,621    | 1,621   |          |          |          |
| Jewelry and optical goods.                             | 108  | 1,139  | 469                       | 29.1                        | 1,640   | 1,495    | 1,446  | 1,446  | 1,446  | 1,446  | 1,446  | 1,446  | 1,446     | 1,446   | 1,446    | 1,446   |          |          |          |
| Lumber and building materials.                         | 147  | 2,489  | 351                       | 13.3                        | 2,035   | 1,906    | 1,928  | 1,908  | 1,951  | 2,046  | 2,069  | 2,106  | 2,077     | 2,132   | 2,172    | 2,102   |          |          |          |
| Machinery, equipment and supplies (except electrical). | 327  | 6,426  | 1,785                     | 21.2                        | 7,833   | 7,547    | 7,622  | 7,656  | 7,656  | 7,656  | 7,656  | 7,656  | 7,656     | 7,656   | 7,656    | 7,656   |          |          |          |
| Metals (except scrap).                                 | 46   | 2,740  | 867                       | 17.6                        | 2,448   | 2,476    | 2,729  | 2,708  | 2,470  | 2,474  | 2,489  | 2,915  | 3,033     | 3,446   | 3,282    | 3,276   |          |          |          |
| Paper and its products.                                | 226  | 2,434  | 327                       | 26.4                        | 3,182   | 3,103    | 3,050  | 3,058  | 3,052  | 3,059  | 3,065  | 3,122  | 3,134     | 3,232   | 3,219    | 3,225   |          |          |          |
| Petroleum and its products.                            | 61   | 1,256  | 1,374                     | 11.1                        | 1,352   | 1,203    | 1,116  | 1,116  | 1,116  | 1,116  | 1,116  | 1,116  | 1,116     | 1,116   | 1,116    | 1,116   |          |          |          |
| Plumbing and heating equipment and materials.          | 121  | 821    | 127                       | 15.4                        | 892     | 864      | 895    | 895    | 895    | 895    | 895    | 895    | 895       | 895     | 895      | 895     |          |          |          |
| Tobacco and its products (except leaf).                | 244  | 905    | 101                       | 16.2                        | 724     | 739      | 813    | 672    | 990    | 1,022  | 1,084  | 1,021  | 914       | 940     | 921      | 921     |          |          |          |
| Waste materials.                                       | 576  | 4,384  | 1,434                     | 24.5                        | 5,069   | 4,911    | 4,450  | 4,453  | 4,453  | 4,453  | 4,453  | 4,453  | 4,453     | 4,453   | 4,453    | 4,453   |          |          |          |
| All other products.                                    |  |        |                           |                             | 721     | 689      | 540    | 655    | 713    | 758    | 795    | 771    | 768       | 774     | 705      | 627     |          |          |          |

WHOLESALE DISTRIBUTION: 1933

Table 6.—STATE OF ILLINOIS MONTHLY EMPLOYMENT, BY KIND OF BUSINESS For States and Cities of 500,000 Population and Over

| STATE AND CITY Kind of Business                       | Pro- pri- etors and firm mem- bers |                    | Men            |                    | Women and Girls |                    | Total          |                    | NUMBER OF EMPLOYERS—By MONTHS |            |        |        |        |        |        |        |               |           |              |              |                            |                            |
|---|------------------------------------|--------------------|----------------|--------------------|-----------------|--------------------|----------------|--------------------|-------------------------------|------------|--------|--------|--------|--------|--------|--------|---------------|-----------|--------------|--------------|----------------------------|----------------------------|
|   | Em- ploy- ment                     | Per- cent of total | Em- ploy- ment | Per- cent of total | Em- ploy- ment  | Per- cent of total | Em- ploy- ment | Per- cent of total | Jan- uary                     | Feb- ruary | March  | April  | May    | June   | July   | August | Sep- tem- ber | Octo- ber | No- vem- ber | De- cem- ber |                            |                            |
|   |                                    |                    |                |                    |                 |                    |                |                    |                               |            |        |        |        |        |        |        |               |           |              |              | Full-time ratio to average | Part-time ratio to average |
| <b>Total for Chicago</b>                              | 2,424                              | 56,283             | 14,251         | 21.7               | 70,234          | 45,032             | 64,547         | 64,543             | 69,253                        | 70,079     | 72,378 | 73,747 | 74,644 | 74,735 | 74,999 | 106    | 107           | 106       | 106          | 106          | 106                        | 106                        |
| Amusement and sporting goods                          | 61                                 | 684                | 406            | 41.6               | 1,046           | 1,007              | 1,008          | 1,010              | 1,003                         | 1,053      | 1,073  | 1,068  | 1,070  | 1,109  | 1,119  | 1,118  | 1,124         | 1,118     | 1,124        | 1,118        | 1,118                      | 1,118                      |
| Automotive products                                   | 146                                | 3,040              | 478            | 13.6               | 1,041           | 1,014              | 1,012          | 1,013              | 1,015                         | 1,016      | 1,017  | 1,018  | 1,019  | 1,020  | 1,021  | 1,022  | 1,023         | 1,024     | 1,025        | 1,026        | 1,027                      |                            |
| Chemicals   | 4                                  | 1,856              | 479            | 27.6               | 1,671           | 1,621              | 1,622          | 1,623              | 1,624                         | 1,625      | 1,626  | 1,627  | 1,628  | 1,629  | 1,630  | 1,631  | 1,632         | 1,633     | 1,634        | 1,635        | 1,636                      |                            |
| Clothing and furnishings                              | 234                                | 1,531              | 950            | 85.9               | 2,677           | 2,677              | 2,678          | 2,679              | 2,680                         | 2,681      | 2,682  | 2,683  | 2,684  | 2,685  | 2,686  | 2,687  | 2,688         | 2,689     | 2,690        | 2,691        | 2,692                      |                            |
| Coal  | 38                                 | 1,480              | 212            | 12.8               | 1,470           | 1,464              | 1,464          | 1,464              | 1,464                         | 1,464      | 1,464  | 1,464  | 1,464  | 1,464  | 1,464  | 1,464  | 1,464         | 1,464     | 1,464        | 1,464        | 1,464                      |                            |
| Drugs and drug sundries                               | 48                                 | 1,026              | 773            | 42.7               | 1,470           | 1,464              | 1,464          | 1,464              | 1,464                         | 1,464      | 1,464  | 1,464  | 1,464  | 1,464  | 1,464  | 1,464  | 1,464         | 1,464     | 1,464        | 1,464        | 1,464                      |                            |
| Dry goods   | 229                                | 4,331              | 1,963          | 23.8               | 5,618           | 5,454              | 5,432          | 5,404              | 5,391                         | 5,378      | 5,353  | 5,326  | 5,299  | 5,272  | 5,245  | 5,218  | 5,191         | 5,164     | 5,137        | 5,110        | 5,083                      |                            |
| Electrical goods                                      | 87                                 | 2,282              | 719            | 13.7               | 3,499           | 3,200              | 3,187          | 3,174              | 3,161                         | 3,148      | 3,135  | 3,122  | 3,109  | 3,096  | 3,083  | 3,070  | 3,057         | 3,044     | 3,031        | 3,018        | 3,005                      |                            |
| Farm products—raw materials                           | 116                                | 1,779              | 257            | 12.6               | 1,991           | 1,951              | 1,923          | 1,934              | 1,969                         | 1,954      | 1,938  | 1,922  | 1,906  | 1,890  | 1,874  | 1,858  | 1,842         | 1,826     | 1,810        | 1,794        | 1,778                      |                            |
| Farm products—consumer goods                          | 606                                | 4,284              | 669            | 16.7               | 4,926           | 4,514              | 4,460          | 4,406              | 4,352                         | 4,298      | 4,244  | 4,190  | 4,136  | 4,082  | 4,028  | 3,974  | 3,920         | 3,866     | 3,812        | 3,758        | 3,704                      |                            |
| Farm supplies   | 9                                  | 656                | 378            | 38.4               | 1,007           | 931                | 923            | 1,023              | 1,078                         | 1,052      | 890    | 947    | 879    | 1,078  | 931    | 869    | 1,057         | 891       | 849          | 807          | 765                        |                            |
| Furniture and house furnish'g                         | 153                                | 1,418              | 444            | 21.6               | 1,699           | 1,632              | 1,630          | 1,628              | 1,626                         | 1,624      | 1,622  | 1,620  | 1,618  | 1,616  | 1,614  | 1,612  | 1,610         | 1,608     | 1,606        | 1,604        | 1,602                      |                            |
| General merchandise                                   | 4                                  | 861                | 242            | 28.1               | 1,053           | 841                | 830            | 819                | 808                           | 797        | 786    | 775    | 764    | 753    | 742    | 731    | 720           | 709       | 698          | 687          | 676                        |                            |
| Groceries and foods (except farm products)            | 527                                | 11,525             | 2,461          | 18.9               | 12,282          | 12,461             | 12,282         | 12,280             | 12,280                        | 12,280     | 12,280 | 12,280 | 12,280 | 12,280 | 12,280 | 12,280 | 12,280        | 12,280    | 12,280       | 12,280       | 12,280                     |                            |
| Hardware  | 42                                 | 1,041              | 146            | 12.2               | 1,186           | 1,137              | 1,130          | 1,123              | 1,115                         | 1,107      | 1,100  | 1,092  | 1,084  | 1,076  | 1,068  | 1,060  | 1,052         | 1,044     | 1,036        | 1,028        | 1,020                      |                            |
| Jewelry and optical goods                             | 106                                | 1,087              | 469            | 29.7               | 1,460           | 1,394              | 1,387          | 1,380              | 1,373                         | 1,366      | 1,359  | 1,352  | 1,345  | 1,338  | 1,331  | 1,324  | 1,317         | 1,310     | 1,303        | 1,296        | 1,289                      |                            |
| Lumber and building materials (other than nails)      | 79                                 | 1,689              | 302            | 14.1               | 1,971           | 1,905              | 1,898          | 1,891              | 1,884                         | 1,877      | 1,870  | 1,863  | 1,856  | 1,849  | 1,842  | 1,835  | 1,828         | 1,821     | 1,814        | 1,807        | 1,800                      |                            |
| Machinery, equipment and supplies (except electrical) | 246                                | 6,482              | 1,650          | 22.5               | 6,944           | 6,724              | 6,707          | 6,689              | 6,672                         | 6,655      | 6,638  | 6,621  | 6,604  | 6,587  | 6,570  | 6,553  | 6,536         | 6,519     | 6,502        | 6,485        | 6,468                      |                            |
| Metals (except scrap)                                 | 36                                 | 2,506              | 887            | 19.2               | 3,393           | 3,212              | 3,195          | 3,178              | 3,161                         | 3,144      | 3,127  | 3,110  | 3,093  | 3,076  | 3,059  | 3,042  | 3,025         | 3,008     | 2,991        | 2,974        | 2,957                      |                            |
| Paper and its products                                | 89                                 | 2,211              | 745            | 24.2               | 2,951           | 2,854              | 2,790          | 2,731              | 2,700                         | 2,681      | 2,652  | 2,623  | 2,594  | 2,565  | 2,536  | 2,507  | 2,478         | 2,449     | 2,420        | 2,391        | 2,362                      |                            |
| Petroleum and its products                            | 22                                 | 1,418              | 147            | 9.4                | 1,565           | 1,491              | 1,481          | 1,471              | 1,461                         | 1,451      | 1,441  | 1,431  | 1,421  | 1,411  | 1,401  | 1,391  | 1,381         | 1,371     | 1,361        | 1,351        | 1,341                      |                            |
| Plumbing and heating equipment and supplies           | 41                                 | 968                | 219            | 18.2               | 1,187           | 1,146              | 1,141          | 1,136              | 1,131                         | 1,126      | 1,121  | 1,116  | 1,111  | 1,106  | 1,101  | 1,096  | 1,091         | 1,086     | 1,081        | 1,076        | 1,071                      |                            |
| Textiles and its products (except lead)               | 89                                 | 866                | 89             | 13.6               | 955             | 914                | 909            | 904                | 899                           | 894        | 889    | 884    | 879    | 874    | 869    | 864    | 859           | 854       | 849          | 844          | 839                        |                            |
| Waste materials                                       | 119                                | 537                | 146            | 21.4               | 683             | 600                | 595            | 590                | 585                           | 580        | 575    | 570    | 565    | 560    | 555    | 550    | 545           | 540       | 535          | 530          | 525                        |                            |
| All other products                                    | 237                                | 3,409              | 1,932          | 28.4               | 5,341           | 5,066              | 5,041          | 5,016              | 4,991                         | 4,966      | 4,941  | 4,916  | 4,891  | 4,866  | 4,841  | 4,816  | 4,791         | 4,766     | 4,741        | 4,716        | 4,691                      |                            |

WHOLESALE DISTRIBUTION: 1933

Table 7.—STATE OF ILLINOIS WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

Per State Only

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than \$500]

| Type of Establishment<br>Kind of Business                                    | Total                                 |   |  |                        |                            |                            |                              |                              |                              |                                  |                              |                              |                            |       |      |     |       |      |     |       |      |     |        |      |   |
|--|---------------------------------------|---|--|------------------------|----------------------------|----------------------------|------------------------------|------------------------------|------------------------------|----------------------------------|------------------------------|------------------------------|----------------------------|-------|------|-----|-------|------|-----|-------|------|-----|--------|------|---|
|  | Number of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(avg) | Total<br>per-<br>son-<br>nel<br>net<br>sales | Un-<br>der<br>\$10,000 | \$10,000<br>to<br>\$49,999 | \$50,000<br>to<br>\$99,999 | \$100,000<br>to<br>\$199,999 | \$200,000<br>to<br>\$499,999 | \$500,000<br>to<br>\$999,999 | \$1,000,000<br>to<br>\$1,999,999 | \$200,000<br>to<br>\$499,999 | \$500,000<br>to<br>\$999,999 | \$1,000,000<br>and<br>over |       |      |     |       |      |     |       |      |     |        |      |   |
| <b>WHOLESALE MERCHANTS</b>   |                                       |   |  |                        |                            |                            |                              |                              |                              |                                  |                              |                              |                            |       |      |     |       |      |     |       |      |     |        |      |   |
| Amusement and sporting goods   | 5,455                                 | 49,010  | 15.6   | 1,508                  | 779                        | 354.5                      | 2,051                        | 5,071                        | 25.5                         | 91.4                             | 4,726                        | 21.7                         | 537                        | 5,177 | 20.9 | 545 | 9,243 | 18.5 | 191 | 6,170 | 16.7 | 131 | 16,946 | 15.1 |   |
| Chemical and optical goods   | 82                                    | 445   | 37.6   | 23                     | 20                         | 55.0                       | 31                           | 69                           | 31.2                         | 61                               | 44                           | 39.4                         | 9                          | 79    | 33.0 | 6   | 88    | 22.4 | 1   | 26    | 15.8 | 1   | 26     | 15.8 | 1 |
| Dental   | 2                                     | 50  | 13.9   | 2                      | 61                         | 42.3                       | 16                           | 75                           | 21.8                         | 51                               | 54                           | 20.9                         | 9                          | 67    | 30.4 | 19  | 33    | 30.5 | 4   | 113   | 19.6 | 5   | 329    | 6.0  |   |
| Drug and medicine  | 254                                   | 1,794   | 15.5   | 38                     | 13                         | 35.4                       | 10                           | 223                          | 25.0                         | 35                               | 150                          | 15.3                         | 26                         | 179   | 13.6 | 33  | 303   | 15.4 | 13  | 369   | 14.0 | 6   | 604    | 15.0 |   |
| Food   | 106                                   | 799   | 18.6   | 17                     | 13                         | 43.3                       | 33                           | 77                           | 26.2                         | 11                               | 83                           | 25.6                         | 25                         | 150   | 18.0 | 12  | 185   | 19.1 | 4   | 216   | 18.4 | 6   | 164    | 15.0 |   |
| Dry goods  | 32                                    | 477   | 15.4   | 24                     | 16                         | 23.6                       | 13                           | 40                           | 19.5                         | 17                               | 105                          | 15.7                         | 18                         | 93    | 16.5 | 19  | 223   | 17.1 | 4   | 126   | 14.4 | 7   | 50     | 13.6 |   |
| Dry cleaning   | 1                                     | 1,674   | 24.2   | 41                     | 31                         | 41.0                       | 64                           | 234                          | 24.4                         | 23                               | 254                          | 24.4                         | 40                         | 171   | 26.5 | 10  | 211   | 24.1 | 5   | 234   | 24.9 | 4   | 244    | 20.1 |   |
| Furniture  | 145                                   | 1,039   | 19.4   | 15                     | 9                          | 35.0                       | 29                           | 45                           | 10.2                         | 40                               | 69                           | 9.7                          | 32                         | 60    | 10.0 | 11  | 58    | 6.2  | 10  | 150   | 15.5 | 27  | 679    | 8.6  |   |
| Furniture and house furnishings  | 115                                   | 1,205   | 24.0   | 31                     | 18                         | 24.8                       | 41                           | 69                           | 15.6                         | 34                               | 114                          | 17.9                         | 18                         | 37    | 10.4 | 6   | 105   | 22.1 | 6   | 137   | 22.1 | 3   | 737    | 33.5 |   |
| Groceries & foods (except farm products)                                     | 1,044                                 | 10,071  | 15.5   | 284                    | 145                        | 54.5                       | 314                          | 136                          | 31.9                         | 17                               | 72                           | 23.5                         | 14                         | 221   | 31.9 | 13  | 415   | 22.6 | 4   | 156   | 20.5 | 2   | 1,133  | 14.2 |   |
| Hardware   | 128                                   | 937   | 25.9   | 23                     | 15                         | 43.5                       | 66                           | 162                          | 35.0                         | 115                              | 69                           | 21.2                         | 14                         | 259   | 31.4 | 6   | 174   | 21.3 | 6   | 194   | 20.5 | 7   | 573    | 15.9 |   |
| Jewelry and optical goods  | 186                                   | 1,152   | 31.6   | 27                     | 23                         | 35.5                       | 58                           | 159                          | 37.8                         | 27                               | 134                          | 28.9                         | 26                         | 215   | 24.3 | 14  | 337   | 37.3 | 3   | 67    | 19.7 | 1   | 1,600  | 23.0 |   |
| Mechanical building materials (other than machinery, equipment and supplies) | 382                                   | 3,194   | 30.4   | 73                     | 47                         | 48.9                       | 158                          | 571                          | 47.1                         | 55                               | 507                          | 29.7                         | 25                         | 755   | 30.3 | 6   | 382   | 23.5 | 6   | 139   | 31.9 | 3   | 1,681  | 31.9 |   |
| Paint, oil and paper   | 106                                   | 615   | 22.2   | 17                     | 10                         | 30.9                       | 9                            | 33                           | 38.3                         | 5                                | 37                           | 31.0                         | 6                          | 139   | 19.6 | 6   | 164   | 22.7 | 3   | 167   | 22.7 | 3   | 654    | 17.9 |   |
| Petroleum and its products   | 168                                   | 554   | 16.1   | 18                     | 13                         | 23.2                       | 47                           | 13                           | 54.1                         | 23                               | 133                          | 25.5                         | 9                          | 93    | 24.7 | 4   | 57    | 21.9 | 6   | 57    | 21.2 | 4   | 122    | 8.6  |   |
| Printing & bookbinding equipment and supplies                                | 97                                    | 609   | 20.0   | 9                      | 4                          | 54.0                       | 47                           | 13                           | 31.0                         | 21                               | 155                          | 31.0                         | 14                         | 133   | 25.4 | 4   | 133   | 25.4 | 1   | 154   | 23.3 | 1   | 54     | 8.8  |   |
| Printing & bookbinding products (except leaf)                                | 225                                   | 884   | 21.2   | 119                    | 60                         | 54.9                       | 65                           | 137                          | 26.5                         | 45                               | 231                          | 31.1                         | 15                         | 44    | 11.4 | 10  | 178   | 14.4 | 1   | 132   | 7.8  | 1   | 141    | 8.8  |   |
| Text materials   | 536                                   | 2,996   | 19.2   | 170                    | 82                         | 29.1                       | 215                          | 415                          | 23.1                         | 69                               | 359                          | 25.0                         | 40                         | 457   | 15.7 | 32  | 659   | 19.0 | 5   | 211   | 12.5 | 5   | 812    | 19.2 |   |
| All other products   |                                       |   |  |                        |                            |                            |                              |                              |                              |                                  |                              |                              |                            |       |      |     |       |      |     |       |      |     |        |      |   |
| <b>MANUFACTURERS' SALES BRANCHES</b>   |                                       |   |  |                        |                            |                            |                              |                              |                              |                                  |                              |                              |                            |       |      |     |       |      |     |       |      |     |        |      |   |
| <b>WITH STORES</b>   |                                       |   |  |                        |                            |                            |                              |                              |                              |                                  |                              |                              |                            |       |      |     |       |      |     |       |      |     |        |      |   |
| Amusement and sporting goods   | 19                                    | 521   | 17.5   | 7                      | 69                         | 35.0                       | 231                          | 559                          | 30.7                         | 145                              | 1,031                        | 29.5                         | 123                        | 1,225 | 23.5 | 203 | 2,451 | 20.3 | 103 | 3,276 | 17.1 | 117 | 9,454  | 14.6 |   |
| Amusement products   | 41                                    | 1,265   | 19.1   | 3                      | 1                          | 50.0                       | 6                            | 27                           | 35.3                         | 4                                | 22                           | 20.5                         | 9                          | 55    | 40.0 | 6   | 89    | 56.4 | 1   | 49    | 35.6 | 1   | 49     | 35.6 |   |
| Chemicals  | 4                                     | 1,100   | 16.1   | 1                      | 1                          | 27.3                       | 14                           | 36                           | 31.1                         | 7                                | 22                           | 29.5                         | 9                          | 320   | 37.8 | 9   | 320   | 37.8 | 6   | 239   | 24.7 | 3   | 53     | 14.0 |   |
| Clothing and trappings   | 49                                    | 64  | 15.9   | 2                      | 3                          | 44.9                       | 10                           | 17                           | 19.7                         | 10                               | 54                           | 17.9                         | 4                          | 67    | 29.4 | 13  | 553   | 35.9 | 6   | 297   | 19.1 | 6   | 340    | 9.2  |   |
| Dairy and food products  | 27                                    | 230   | 11.6   | 2                      | 2                          | 33.3                       | 6                            | 21                           | 21.5                         | 4                                | 9                            | 13.4                         | 7                          | 17    | 6.9  | 34  | 139   | 16.8 | 2   | 63    | 13.7 | 3   | 23     | 5.5  |   |
| Dry goods  | 49                                    | 3,016   | 24.0   | 2                      | 3                          | 53.3                       | 6                            | 21                           | 21.5                         | 4                                | 9                            | 13.4                         | 7                          | 17    | 6.9  | 6   | 46    | 11.9 | 3   | 27    | 5.9  | 2   | 47     | 12.1 |   |
| Electrical goods   | 19                                    | 1,356   | 15.2   | 4                      | 5                          | 41.4                       | 6                            | 6                            | 46.3                         | 6                                | 64                           | 27.0                         | 6                          | 68    | 20.3 | 8   | 103   | 19.0 | 4   | 92    | 11.9 | 1   | 1,484  | 14.5 |   |
| Farm products—consumer goods   | 13                                    | 1,008   | 19.6   | —                      | —                          | —                          | —                            | —                            | —                            | —                                | —                            | —                            | —                          | —     | —    | —   | —     | —    | —   | —     | —    | —   | —      | —    |   |
| Furniture and house furnishings  | 40                                    | 317   | 12.3   | 7                      | 35.7                       | 19                         | 19                           | 27.5                         | 5                            | 14                               | 17.9                         | 6                            | 45                         | 18.0  | 7    | 59  | 19.0  | 0    | 76  | 19.3  | 3    | 61  | 5.4    |      |   |
| Groceries & foods (except farm products)                                     | 233                                   | 5,072   | 14.5   | 22                     | 20                         | 35.3                       | 60                           | 130                          | 21.4                         | 19                               | 113                          | 25.5                         | 19                         | 113   | 25.5 | 41  | 519   | 12.9 | 21  | 665   | 10.6 | 41  | 2,584  | 15.4 |   |
| Hardware   | 28                                    | 235   | 23.0   | 3                      | 7                          | 45.5                       | 6                            | 23                           | 44.0                         | 4                                | 17                           | 18.9                         | 2                          | 11    | 10.6 | 6   | 12    | 12.6 | 2   | 170   | 44.0 | 2   | 170    | 44.0 |   |
| Jewelry and optical goods  | 21                                    | 475   | 18.8   | —                      | —                          | —                          | —                            | —                            | —                            | —                                | —                            | —                            | —                          | —     | —    | —   | —     | —    | —   | —     | —    | —   | —      | —    |   |
| Lumber and building materials  | 21                                    | 475   | 18.8   | —                      | —                          | —                          | —                            | —                            | —                            | —                                | —                            | —                            | —                          | —     | —    | —   | —     | —    | —   | —     | —    | —   | —      | —    |   |
| Machinery, equipment and supplies  | 56                                    | 799   | 12.7   | 4                      | 24                         | 35.3                       | 9                            | 37                           | 37.9                         | 9                                | 59                           | 27.7                         | 4                          | 32    | 8.9  | 31  | 88    | 22.4 | 6   | 113   | 10.5 | 6   | 371    | 7.4  |   |
| Paper and its products   | 28                                    | 59  | 21.6   | 2                      | 234.9                      | 6                          | 2                            | 36.4                         | 5                            | 13                               | 31.3                         | 5                            | 45                         | 28.2  | 7    | 9   | 6     | 16.6 | 4   | 5     | 3.2  | 3   | 109    | 11.7 |   |
| Printing & bookbinding equipment and supplies                                | 38                                    | 518   | 21.5   | 2                      | 234.9                      | 6                          | 2                            | 36.4                         | 5                            | 13                               | 31.3                         | 5                            | 45                         | 28.2  | 7    | 9   | 6     | 16.6 | 4   | 5     | 3.2  | 3   | 109    | 11.7 |   |
| Text materials (except leaf)   | 47                                    | 1,123   | 19.3   | 5                      | 2                          | 25.0                       | 6                            | 17                           | 23.2                         | 5                                | 28                           | 32.7                         | 5                          | 40    | 22.5 | 12  | 302   | 25.9 | 4   | 276   | 39.0 | 6   | 531    | 14.2 |   |





## WHOLESALE DISTRIBUTION: 1933

17-29-1  
Census of  
American  
Business

Table 1.—STATE OF MICHIGAN SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |      | NET SALES |          | TOTAL EXPENSES |                  |      | Full-time employees<br>(average) | PAY ROLL |                  |           | Stocks on hand<br>(end of year) |
|---|--------------------------|------|-----------|----------|----------------|------------------|------|----------------------------------|----------|------------------|-----------|---------------------------------|
|   | 1933                     | 1929 | 1933      | 1929     | Amount         | Percent of sales |      |                                  | Amount   | Percent of sales | Part-time |                                 |
|   |                          |      |           |          |                | 1933             | 1929 |                                  |          |                  |           |                                 |
| <u>FLINT</u>                            | 133                      | 102  | \$22,209  | \$38,519 | 33,185         | 14.3             | 14.6 | 1,001                            | \$1,370  | 6.2              | \$39      | \$1,705                         |
| Wholesalers proper                      | 95                       | 80   | 10,860    | 26,316   | 2,452          | 22.6             | 16.3 | 778                              | 1,014    | 10.2             | 37        | 1,385                           |
| Manufacturers' sales branches           | 18                       | 11   | 1,044     | 3,151    | 209            | 20.0             | 11.6 | 78                               | 109      | 10.4             | 1         | 54                              |
| Agents and brokers                      | 6                        | 5    | 772       | 3,816    | 28             | 3.6              | 5.3  | 9                                | 9        | 1.2              | -         | 1                               |
| All other types                         | 14                       | 6    | 9,533     | 5,236    | 496            | 5.2              | 14.6 | 136                              | 238      | 2.5              | 1         | 265                             |
| <u>GRAND RAPIDS</u>                     | 306                      | 416  | 54,066    | 152,650  | 6,616          | 12.2             | 10.1 | 2,164                            | 3,118    | 5.8              | 94        | 4,827                           |
| Wholesalers proper                      | 205                      | 282  | 21,219    | 77,377   | 3,723          | 17.5             | 13.9 | 1,403                            | 1,804    | 8.5              | 85        | 3,476                           |
| Manufacturers' sales branches           | 50                       | 58   | 6,311     | 21,175   | 1,007          | 16.0             | 9.4  | 334                              | 525      | 8.3              | 5         | 641                             |
| Agents and brokers                      | 30                       | 58   | 3,660     | 19,138   | 144            | 3.9              | 4.3  | 40                               | 72       | 2.0              | 2         | 29                              |
| All other types                         | 21                       | 18   | 22,876    | 34,940   | 1,742          | 7.6              | 5.1  | 387                              | 717      | 3.1              | 2         | 681                             |



WHOLESALE DISTRIBUTION: 1933

Census of  
American  
Business

TABLE 2A. - STATE OF MICHIGAN NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Kind of Business                                 | Total | Wholesale<br>merchants | Limited<br>function<br>wholesalers | Mfg. ests.<br>branches |                   | Brokers | Commission<br>merchants | Manufacturers<br>All other<br>types 1/ | Total | Wholesale<br>merchants | Limited<br>function<br>wholesalers | Mfg. ests.<br>branches |                   | Brokers | Commission<br>merchants | Manufacturers<br>agents<br>All other<br>types 1/ |
|--|-------|------------------------|------------------------------------|------------------------|-------------------|---------|-------------------------|--|-------|------------------------|------------------------------------|------------------------|-------------------|---------|-------------------------|--|
|  |       |                        |                                    | With<br>stocks         | Without<br>stocks |         |                         |  |       |                        |                                    | With<br>stocks         | Without<br>stocks |         |                         |  |
|  |       |                        |                                    | THE STATE              |                   |         |                         |  |       |                        |                                    | DETROIT                |                   |         |                         |  |
| Farm supplies                                    | 92    | 43                     | 2                                  | 1                      | 1                 | 1       | 1                       | 43                                     | 9     | 8                      | -                                  | -                      | 1                 | -       | -                       | -  |
| Feed   | 71    | 34                     | 2                                  | 1                      | 1                 | 1       | 1                       | 32                                     | 6     | 6                      | -                                  | -                      | 1                 | -       | -                       | -  |
| Seeds  | 10    | 8                      | -                                  | -                      | -                 | -       | -                       | 2                                      | 2     | 2                      | -                                  | -                      | -                 | -       | -                       | -  |
| All other  | 11    | 1                      | -                                  | -                      | 1                 | -       | -                       | 9                                      | 1     | -                      | -                                  | -                      | 1                 | -       | -                       | -  |
| Furniture and house furnishings                  | 80    | 46                     | 1                                  | 16                     | 6                 | -       | 1                       | 6                                      | 58    | 32                     | 1                                  | 11                     | 4                 | -       | -                       | 5  |
| China, glassware and crockery                    | 10    | 6                      | 1                                  | -                      | 2                 | -       | -                       | 1                                      | 7     | 5                      | 1                                  | -                      | 2                 | -       | -                       | -  |
| Floor coverings                                  | 15    | 8                      | -                                  | 3                      | 3                 | -       | -                       | 4                                      | 13    | 7                      | -                                  | 3                      | 3                 | -       | -                       | 1  |
| Furniture  | 23    | 8                      | -                                  | 7                      | -                 | -       | -                       | 4                                      | 14    | 6                      | -                                  | -                      | -                 | -       | -                       | 2  |
| House furnishings (except as specified)          | 33    | 22                     | -                                  | 6                      | -                 | -       | -                       | 5                                      | 23    | 15                     | -                                  | -                      | -                 | -       | -                       | 3  |
| Musical instruments and sheet music              | 1     | 1                      | -                                  | -                      | -                 | -       | -                       | 1                                      | 1     | 1                      | -                                  | -                      | -                 | -       | -                       | -  |
| General merchandise                              | 5     | 3                      | -                                  | -                      | -                 | 1       | -                       | 1                                      | 5     | 2                      | -                                  | -                      | 1                 | -       | -                       | -  |
| Groceries and foods (except farm products)       | 1,056 | 769                    | 79                                 | 137                    | 7                 | 34      | 1                       | 6                                      | 24    | 326                    | 216                                | 20                     | 41                | 6       | 27                      | -  |
| Groceries (general line)                         | 149   | 104                    | 34                                 | -                      | -                 | 3       | -                       | 8                                      | 44    | 30                     | 9                                  | -                      | -                 | 5       | -                       | 2  |
| Confectionery and soft drinks                    | 111   | 99                     | 5                                  | 4                      | -                 | 1       | -                       | 1                                      | 29    | 25                     | 2                                  | 1                      | -                 | -       | -                       | -  |
| Fish and sea foods                               | 207   | 201                    | 4                                  | -                      | -                 | 1       | -                       | 1                                      | 18    | 17                     | -                                  | -                      | -                 | 1       | -                       | -  |
| Meats and meat products                          | 147   | 113                    | 2                                  | 25                     | 1                 | -       | -                       | 1                                      | 62    | 55                     | -                                  | -                      | -                 | -       | -                       | -  |
| Other food and grocery specialties               | 442   | 246                    | 34                                 | 108                    | 6                 | 29      | 1                       | 5                                      | 173   | 99                     | 9                                  | 34                     | 5                 | 22      | -                       | 4  |
| Hardware   | 53    | 38                     | -                                  | 5                      | 2                 | -       | 2                       | 4                                      | 3     | 34                     | 19                                 | -                      | 5                 | 2       | -                       | 2  |
| Hardware (general line)                          | 23    | 22                     | -                                  | 1                      | -                 | -       | -                       | -                                      | 8     | 7                      | -                                  | 1                      | -                 | -       | -                       | -  |
| Hardware (specialty lines)                       | 30    | 16                     | -                                  | 4                      | 2                 | -       | 2                       | 4                                      | 26    | 12                     | -                                  | 4                      | 2                 | -       | 2                       | 4  |
| Jewelry and optical goods                        | 53    | 46                     | -                                  | 4                      | -                 | 2       | -                       | 1                                      | 39    | 35                     | -                                  | 1                      | -                 | 2       | -                       | 1  |
| Jewelry (general line)                           | 16    | 15                     | -                                  | -                      | -                 | 1       | -                       | -                                      | 16    | 15                     | -                                  | -                      | -                 | 1       | -                       | -  |
| Diamonds and other precious stones               | 4     | 3                      | -                                  | -                      | -                 | -       | -                       | -                                      | 4     | 3                      | -                                  | -                      | -                 | -       | -                       | -  |
| Other jewelry specialties                        | 8     | 6                      | -                                  | 1                      | -                 | 1       | -                       | -                                      | 7     | 6                      | -                                  | -                      | -                 | 1       | -                       | -  |
| Optical goods                                    | 25    | 22                     | -                                  | 5                      | -                 | -       | -                       | -                                      | 12    | 11                     | -                                  | 1                      | -                 | -       | -                       | -  |
| Lumber and building materials (other than metal) | 138   | 82                     | 6                                  | 19                     | 10                | 2       | 1                       | 14                                     | 4     | 65                     | 32                                 | 3                      | 13                | 8       | -                       | 7  |
| Lumber and millwork                              | 51    | 31                     | 5                                  | 3                      | 2                 | 2       | 1                       | 6                                      | 1     | 24                     | 15                                 | 2                      | 2                 | -       | -                       | 3  |
| Asbestos products                                | 2     | -                      | -                                  | 1                      | 1                 | -       | -                       | -                                      | 2     | -                      | -                                  | 1                      | 1                 | -       | -                       | -  |
| Brick and tile                                   | 8     | 2                      | 1                                  | 2                      | 1                 | -       | -                       | 1                                      | 5     | 1                      | 1                                  | 1                      | -                 | -       | -                       | 1  |
| Cement   | 15    | 7                      | -                                  | 6                      | 2                 | -       | -                       | -                                      | 8     | 2                      | -                                  | 5                      | 1                 | -       | -                       | -  |
| Glass  | 20    | 12                     | -                                  | 5                      | 3                 | -       | -                       | -                                      | 11    | 6                      | -                                  | 2                      | 3                 | -       | -                       | -  |
| All other  | 42    | 30                     | -                                  | 2                      | 1                 | -       | 7                       | 2                                      | 15    | 8                      | -                                  | 2                      | 1                 | -       | -                       | 4  |
| Machinery, eqpt. & supplies (except electrical)  | 507   | 254                    | 4                                  | 119                    | 56                | 1       | 2                       | 85                                     | 6     | 353                    | 141                                | 3                      | 84                | 50      | 1                       | 1  |
| Commercial machinery, eqpt. & supplies           | 109   | 48                     | -                                  | 31                     | 12                | 1       | 1                       | 14                                     | 2     | 83                     | 39                                 | -                      | 19                | 10      | 1                       | 1  |
| Construction machinery, eqpt. and supplies       | 33    | 9                      | -                                  | 11                     | 3                 | -       | 1                       | 9                                      | -     | 22                     | 7                                  | -                      | 7                 | 3       | -                       | 5  |
| Farm & dairy machinery and equipment             | 22    | 11                     | -                                  | 11                     | -                 | -       | -                       | -                                      | 1     | -                      | -                                  | 1                      | -                 | -       | -                       | -  |
| Industrial machinery, eqpt. & supplies           | 225   | 91                     | 3                                  | 42                     | 31                | -       | -                       | 55                                     | 3     | 170                    | 55                                 | 2                      | 37                | 28      | -                       | 46   |
| Bottles and bottling equipment                   | 9     | 9                      | -                                  | -                      | -                 | -       | -                       | -                                      | 7     | 7                      | -                                  | -                      | -                 | -       | -                       | -  |
| Machine tools                                    | 23    | 7                      | -                                  | 4                      | 3                 | -       | -                       | 9                                      | -     | 21                     | 7                                  | -                      | 4                 | 3       | -                       | 7  |
| Mechanical rubber goods                          | 11    | 5                      | -                                  | 3                      | 2                 | -       | -                       | 4                                      | -     | 10                     | 2                                  | 1                      | 1                 | -       | -                       | 4  |
| Mill and mine supplies (general line)            | 31    | 26                     | -                                  | 3                      | 1                 | -       | -                       | 1                                      | -     | 7                      | 5                                  | -                      | -                 | -       | -                       | 1  |
| All other  | 151   | 46                     | 2                                  | 34                     | 25                | -       | -                       | 41                                     | 3     | 125                    | 34                                 | 1                      | 32                | 23      | -                       | 34   |
| Professional equipment and supplies              | 44    | 31                     | -                                  | 7                      | 3                 | -       | -                       | 2                                      | 1     | 25                     | 15                                 | -                      | 4                 | 3       | -                       | 2  |
| Service equipment and supplies                   | 57    | 41                     | 1                                  | 14                     | 6                 | -       | -                       | 5                                      | -     | 45                     | 22                                 | 1                      | 13                | 5       | -                       | 4  |
| Barber and beauty parlor eqpt. & supplies        | 27    | 24                     | -                                  | 2                      | 1                 | -       | -                       | -                                      | 14    | 11                     | -                                  | 2                      | 1                 | -       | -                       | -  |
| Laundry equipment and supplies                   | 11    | 8                      | 1                                  | 4                      | 1                 | -       | -                       | -                                      | 9     | 4                      | 1                                  | 3                      | 1                 | -       | -                       | -  |
| All other  | 29    | 12                     | -                                  | 8                      | 4                 | -       | -                       | 5                                      | -     | 22                     | 7                                  | -                      | 8                 | 3       | -                       | 4  |
| Transportation equipment and supplies            | 7     | 3                      | -                                  | 3                      | 1                 | -       | -                       | -                                      | -     | 7                      | 5                                  | -                      | 3                 | 1       | -                       | -  |
| Metals (except scrap)                            | 107   | 27                     | -                                  | 24                     | 34                | 1       | 2                       | 16                                     | 3     | 94                     | 19                                 | -                      | 22                | 33      | 1                       | 2  |
| Iron and steel                                   | 72    | 13                     | -                                  | 17                     | 29                | 1       | 1                       | 8                                      | 3     | 67                     | 13                                 | -                      | 15                | 28      | 1                       | 1  |
| Sheet metal products                             | 11    | 8                      | -                                  | 2                      | -                 | -       | -                       | -                                      | -     | 5                      | 2                                  | -                      | 2                 | 1       | -                       | -  |
| Other metal and metal works                      | 24    | 6                      | -                                  | 5                      | 5                 | -       | 1                       | 7                                      | -     | 22                     | 4                                  | -                      | 5                 | 5       | -                       | 1  |
| Paper and its products                           | 108   | 84                     | 1                                  | 7                      | 8                 | -       | 1                       | 7                                      | -     | 70                     | 48                                 | 1                      | 7                 | 7       | -                       | 1  |
| Petroleum and its products                       | 970   | 108                    | 8                                  | 1                      | 2                 | -       | 2                       | -                                      | 849   | 46                     | 13                                 | -                      | 1                 | 1       | -                       | -  |

## WHOLESALE DISTRIBUTION, 1933

Comms of  
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TABLE 2A. - STATE OF MICHIGAN NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)  
FOR STATES AND SELECTED CITIES

| Kind of Business                              | Total | Mfg. ests. branches |                     |             |                |                | Brokers | Commission merchants | Manufacturers agents | All other types 1/ | Total | Mfg. ests. branches |                     |             |                |                | Brokers | Commission merchants | Manufacturers agents | All other types 1/ |                     |                     |             |                |                |  |  |
|---|-------|---------------------|---------------------|-------------|----------------|----------------|---------|----------------------|----------------------|--------------------|-------|---------------------|---------------------|-------------|----------------|----------------|---------|----------------------|----------------------|--------------------|---------------------|---------------------|-------------|----------------|----------------|--|--|
|   |       | Wholesale merchants | Limited wholesalers | With stocks | Without stocks | Without stocks |         |                      |                      |                    |       | Wholesale merchants | Limited wholesalers | With stocks | Without stocks | Without stocks |         |                      |                      |                    | Wholesale merchants | Limited wholesalers | With stocks | Without stocks | Without stocks |  |  |
|   |       | THE STATE           |                     |             |                |                |         |                      |                      |                    |       |                     |                     |             |                |                |         |                      |                      |                    |                     |                     |             |                |                |  |  |
| Plumbing and heating eq'pt. & supplies        | 89    | 60                  | -                   | 17          | 4              | -              | -       | 7                    | -                    | 59                 | 35    | -                   | 13                  | 4           | -              | -              | 7       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Heating equipment (general line)              | 12    | 4                   | -                   | 2           | 2              | -              | -       | 4                    | -                    | 10                 | 2     | -                   | 2                   | 2           | -              | -              | 4       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| pipes, valves and fittings                    | 13    | 12                  | -                   | -           | 1              | -              | -       | -                    | -                    | 9                  | 8     | -                   | -                   | 1           | -              | -              | -       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Plumbing and heating equipment (general line) | 38    | 25                  | -                   | 10          | -              | -              | -       | 2                    | -                    | 20                 | 12    | -                   | 6                   | -           | -              | -              | 2       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Stoves and ranges                             | 3     | 2                   | -                   | 1           | -              | -              | -       | -                    | -                    | 3                  | 2     | -                   | 1                   | -           | -              | -              | -       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| All other                                     | 22    | 16                  | -                   | 4           | 1              | -              | -       | 1                    | -                    | 17                 | 11    | -                   | 4                   | 1           | -              | -              | 1       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Tobacco and its products (except leaf)        | 120   | 103                 | 10                  | 5           | 2              | -              | -       | -                    | -                    | 63                 | 52    | 6                   | 4                   | 1           | -              | -              | -       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Waste materials                               | 172   | 147                 | 1                   | -           | -              | -              | 3       | -                    | 1                    | 70                 | 66    | 1                   | -                   | -           | 2              | -              | 1       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Iron and steel scrap                          | 61    | 59                  | 1                   | -           | -              | -              | 1       | -                    | -                    | 19                 | 17    | 1                   | -                   | -           | 1              | -              | -       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Junk and scrap (general line)                 | 74    | 73                  | -                   | -           | -              | -              | -       | -                    | -                    | 28                 | 25    | -                   | -                   | -           | -              | -              | 1       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Waste paper, rags and rubber                  | 37    | 35                  | -                   | -           | -              | -              | 2       | -                    | -                    | 25                 | 24    | -                   | -                   | -           | 1              | -              | -       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| All other products                            | 319   | 251                 | 9                   | 34          | 16             | -              | 4       | 13                   | 12                   | 117                | 77    | 3                   | 18                  | 5           | -              | 4              | 6       | 4                    |                      |                    |                     |                     |             |                |                |  |  |
| Bags and bagging                              | 6     | 5                   | -                   | -           | -              | -              | -       | -                    | -                    | 6                  | 5     | -                   | -                   | -           | -              | -              | 1       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Beer  | 132   | 97                  | 5                   | 19          | 6              | -              | -       | 5                    | -                    | 24                 | 17    | -                   | 6                   | -           | -              | -              | 1       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Books and periodicals                         | 7     | 6                   | 1                   | -           | -              | -              | -       | -                    | -                    | 2                  | 2     | -                   | -                   | -           | -              | -              | -       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Cordage and twine                             | 1     | 1                   | -                   | -           | -              | -              | -       | -                    | -                    | 1                  | 1     | -                   | -                   | -           | -              | -              | -       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Flowers and nursery stock                     | 25    | 21                  | -                   | -           | -              | -              | 3       | -                    | 1                    | 12                 | 9     | -                   | -                   | -           | -              | -              | -       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Forest products (except lumber)               | 22    | 12                  | 1                   | 4           | 1              | -              | -       | -                    | -                    | 12                 | 7     | 1                   | 3                   | -           | -              | -              | 1       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Leather                                       | 8     | 7                   | -                   | -           | 1              | -              | -       | -                    | -                    | 6                  | 5     | -                   | -                   | 1           | -              | -              | -       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Leather goods                                 | 15    | 12                  | 1                   | 1           | -              | -              | -       | -                    | -                    | 11                 | 8     | 1                   | 1                   | -           | -              | -              | 1       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Newspapers and magazines                      | 34    | 27                  | -                   | -           | 3              | -              | -       | 4                    | -                    | 7                  | 5     | -                   | -                   | 1           | -              | -              | -       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Rubber goods (general line)                   | 3     | 1                   | -                   | 1           | -              | -              | -       | -                    | 1                    | 3                  | 1     | -                   | 1                   | -           | -              | -              | -       | 1                    |                      |                    |                     |                     |             |                |                |  |  |
| Wines and spiritous liquors                   | 11    | 8                   | -                   | 1           | 1              | -              | -       | -                    | -                    | 5                  | 3     | -                   | 1                   | 1           | -              | -              | 1       | -                    |                      |                    |                     |                     |             |                |                |  |  |
| Miscellaneous kinds of business               | 55    | 34                  | 1                   | 8           | 4              | -              | 1       | 1                    | 6                    | 23                 | 13    | 1                   | 6                   | 2           | -              | 1              | 1       | 1                    |                      |                    |                     |                     |             |                |                |  |  |

1/ The "All other type" consists of the following:

|  | THE STATE | DETROIT |  | THE STATE | DETROIT |
|--|-----------|---------|--|-----------|---------|
| Importers  | 20        | 17      | Other agents                               | 12        | 11      |
| Piece goods  | 1         | 1       | Clothing, women's and children's           | 2         | 2       |
| Fruits and vegetables (fresh)                          | 1         | 1       | Dry goods (general line)                   | 1         | 1       |
| House furnishings (except as specified)                | 1         | 1       | Horses and mules                           | 1         | 1       |
| Other food and grocery specialties                     | 12        | 10      | Fruits and vegetables (fresh)              | 1         | 1       |
| Diamonds and other precious stones                     | 1         | 1       | Furniture                                  | 4         | 3       |
| Commercial machinery, eq'pt. and supplies              | 1         | 1       | Commercial machinery, eq'pt. and supplies  | 1         | 1       |
| Other industrial machinery, eq'pt. and supplies        | 1         | 1       | Miscellaneous kinds of business            | 2         | 2       |
| Wines and spiritous liquors                            | 1         | 1       | Bulk tank stations (petroleum)             | 843       | 51      |
| Miscellaneous kinds of business                        | 8         | 1       | Chain store warehouses                     | 11        | 4       |
| Export agents  | 2         | 1       | Drugs (general line)                       | 2         | 1       |
| Refrigerators  | 1         | 1       | Electrical appliances, eq'pt. and supplies | 1         | 1       |
| Fish and sea foods                                     | 1         | 1       | Groceries (general line)                   | 8         | 2       |
| Import agents  | 3         | 1       | Assemblers and country buyers              | 224       | 2       |
| Seda   | 1         | -       | Grain                                      | 4         | -       |
| General merchandise                                    | 1         | -       | Hides, skins, and furs (raw)               | 13        | -       |
| Professional equipment and supplies                    | 1         | 1       | Horses and mules                           | 2         | -       |
| Selling agents   | 29        | 22      | Livestock                                  | 15        | -       |
| Tires and tubes  | 1         | 1       | Wool and mohair                            | 5         | -       |
| Industrial chemicals                                   | 1         | 1       | Other farm products-raw materials          | 19        | -       |
| Coal   | 7         | 7       | Dairy products (general line)              | 10        | -       |
| Drugs (specialty lines)                                | 1         | -       | Butter                                     | 3         | -       |
| Other drugs and drug sundries                          | 1         | 1       | Milk and cream                             | 11        | 1       |
| Notions  | 1         | 1       | Poultry and poultry products               | 42        | -       |
| Piece goods  | 1         | 1       | Dairy and poultry products                 | 50        | -       |
| Floor coverings  | 1         | 1       | Fruits and vegetables (fresh)              | 51        | 1       |
| Confectionery and soft drinks                          | 1         | -       | Other farm products-consumer goods         | 6         | -       |
| Other food and grocery specialties                     | 1         | -       | Feed                                       | 8         | -       |
| Hardware (specialty lines)                             | 2         | 2       | Other farm supplies                        | 1         | -       |
| Lumber and millwork                                    | 1         | 1       | Meats and meat products                    | 1         | -       |
| Brick and tile   | 1         | 1       | Flowers and nursery stock                  | 1         | -       |
| Other lumber and building materials (other than metal) | 2         | -       | Forest products (except lumber)            | 3         | -       |
| Other industrial machinery, eq'pt. & supplies          | 2         | 1       |  |           |         |
| Iron and steel   | 3         | 3       |  |           |         |
| Petroleum and its products                             | 1         | -       |  |           |         |
| Rubber goods (general line)                            | 1         | 1       |  |           |         |

## WHOLESALE DISTRIBUTION: 1935

Census of  
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TABLE 2a. - STATE OF MICHIGAN

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)  
FOR STATES AND SELECTED CITIES

| Type of Establishment<br>Kind of Business | THE STATE      |         | Type of Establishment<br>Kind of Business | THE STATE      |         |
|---|----------------|---------|---|----------------|---------|
|   | ESTABLISHMENTS | PERCENT |   | ESTABLISHMENTS | PERCENT |
| Cooperative marketing associations        | 84             | 5       | Elevators                                 | 225            | 1       |
| Grain                                     | 7              | -       | Grain                                     | 215            | -       |
| Livestock                                 | 12             | 1       | Other farm products-raw materials         | 6              | 1       |
| Other farm products-raw materials         | 2              | -       | Feed                                      | 5              | -       |
| Dairy products (general line)             | 9              | -       | Other farm supplies                       | 1              | -       |
| Butter                                    | 7              | -       | Cream stations                            | 46             | -       |
| Milk and cream                            | 2              | -       | Milk and cream                            | 41             | -       |
| Dairy and poultry products                | 2              | 3       | Dairy and poultry products                | 5              | -       |
| Fruits and vegetables (fresh)             | 15             | 1       |   |                |         |
| Feed                                      | 19             | -       |   |                |         |
| Other farm supplies                       | 8              | -       |   |                |         |
| Miscellaneous kinds of business           | 5              | -       |   |                |         |

## WHOLESALE DISTRIBUTION: 1933

13-4-4  
Census of  
American  
Business

Table 28.—STATE OF MICHIGAN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>THE STATE</b>  | 5,805                                 | \$696,582 | \$114,079      | 12.7                        | 35,203                              | \$55,009 | 1,421         | 75,855                             |
| Wholesalers proper  | 3,290                                 | \$23,812  | 56,895         | 17.6                        | 20,914                              | 27,864   | 895           | 44,552                             |
| Manufacturers' sales branches                               | 705                                   | 275,159   | 33,410         | 18.1                        | 7,565                               | 14,850   | 169           | 20,970                             |
| Agents and brokers  | 372                                   | 115,501   | 5,369          | 5.0                         | 946                                 | 1,675    | 49            | 548                                |
| All other types   | 1,458                                 | 184,130   | 20,407         | 11.1                        | 5,780                               | 8,612    | 308           | 9,983                              |
| <b>WHOLESALES PROPER</b>                                    |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 52                                    | 1,255     | 592            | 31.2                        | 118                                 | 212      | 12            | 162                                |
| Cameras and motion picture equipment and supplies           | 4                                     | 115       | 21             |                             | 8                                   | 15       | 2             | 9                                  |
| Moving picture films  | 4                                     | 497       | 198            |                             | 57                                  | 118      | -             | 7                                  |
| Sporting goods (general line)                               | 5                                     | 162       | 85             |                             | 17                                  | 24       | 1             | 59                                 |
| Toys, novelties, and fireworks                              | 8                                     | 77        | 15             |                             | 5                                   | 7        | 4             | 25                                 |
| All other   | 15                                    | 404       | 95             |                             | 35                                  | 50       | 6             | 64                                 |
| Automotive products   | 299                                   | 18,225    | 4,425          | 24.3                        | 1,851                               | 2,585    | 65            | 5,768                              |
| Automobiles and other motor vehicles                        | 58                                    | 5,675     | 628            |                             | 274                                 | 368      | 7             | 282                                |
| Automotive equipment, accessories and parts                 | 242                                   | 11,585    | 3,560          |                             | 1,454                               | 1,905    | 57            | 3,291                              |
| Tires and tubes   | 19                                    | 967       | 255            |                             | 95                                  | 110      | 1             | 195                                |
| Chemicals   | 47                                    | 4,572     | 1,547          | 28.8                        | 455                                 | 754      | 14            | 1,022                              |
| Wool stores   | 5                                     | 752       | 105            |                             | 30                                  | 49       | 6             | 25                                 |
| Paints and varnishes  | 29                                    | 5,547     | 1,088          |                             | 553                                 | 617      | 6             | 1,049                              |
| All other   | 15                                    | 569       | 154            |                             | 50                                  | 68       | 3             | 25                                 |
| Clothing and furnishings                                    | 49                                    | 2,727     | 501            | 18.4                        | 174                                 | 227      | 11            | 417                                |
| Clothing, men's and boys'                                   | 4                                     | 206       | 26             |                             | 9                                   | 11       | -             | 27                                 |
| Clothing, women's and children's                            | 9                                     | 1,186     | 190            |                             | 65                                  | 86       | 9             | 145                                |
| Furnishings, men's and boys'                                | 10                                    | 220       | 50             |                             | 40                                  | 32       | -             | 26                                 |
| Furnishings, women's and children's                         | 4                                     | 112       | 25             |                             | 8                                   | 12       | -             | 51                                 |
| Hosiery   | 5                                     | 247       | 37             |                             | 8                                   | 12       | -             | 61                                 |
| Millinery and millinery supplies                            | 3                                     | 69        | 51             |                             | 10                                  | 10       | -             | 11                                 |
| Shoes and other footwear                                    | 10                                    | 552       | 88             |                             | 25                                  | 47       | 1             | 78                                 |
| All other   | 4                                     | 155       | 54             |                             | 11                                  | 17       | 1             | 18                                 |
| Coal  | 44                                    | 6,496     | 1,128          | 17.4                        | 565                                 | 487      | 51            | 856                                |
| Drugs and drug sundries                                     | 37                                    | 10,557    | 2,378          | 22.5                        | 681                                 | 1,192    | 5             | 1,472                              |
| Drugs (general line)  | 11                                    | 7,420     | 1,526          |                             | 598                                 | 684      | 2             | 1,144                              |
| Drugs (specialty lines)                                     | 6                                     | 2,568     | 704            |                             | 244                                 | 450      | 1             | 276                                |
| Patent medicines  | 4                                     | 90        | 37             |                             | 6                                   | 8        | 1             | 2                                  |
| Toilet articles and preparations                            | 8                                     | 155       | 65             |                             | 16                                  | 26       | -             | 6                                  |
| All other   | 8                                     | 524       | 48             |                             | 17                                  | 14       | 3             | 44                                 |
| Dry goods   | 41                                    | 8,405     | 1,295          | 15.4                        | 601                                 | 728      | 2             | 1,228                              |
| Dry goods (general line)                                    | 7                                     | 6,111     | 855            |                             | 441                                 | 563      | -             | 1,581                              |
| Knit goods  | 7                                     | 1,050     | 185            |                             | 46                                  | 80       | 1             | 294                                |
| Notions   | 11                                    | 574       | 96             |                             | 66                                  | 46       | 1             | 98                                 |
| Piece goods   | 7                                     | 547       | 84             |                             | 25                                  | 39       | -             | 53                                 |
| All other   | 9                                     | 343       | 65             |                             | 25                                  | 30       | -             | 108                                |
| Electrical goods  | 97                                    | 9,504     | 2,292          | 25.3                        | 819                                 | 1,217    | 58            | 1,805                              |
| Electrical appliances, equipment and supplies               | 71                                    | 6,249     | 1,570          |                             | 504                                 | 774      | 50            | 1,228                              |
| Radios and radio equipment                                  | 21                                    | 1,855     | 515            |                             | 96                                  | 143      | 7             | 169                                |
| Refrigerators   | 5                                     | 2,000     | 564            |                             | 219                                 | 301      | 1             | 408                                |

## WHOLESALE DISTRIBUTION: 1933

D-34  
Census of  
American  
Business

Table 2B.—STATE OF MICHIGAN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>establish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALE PROPER<br>(continued)                             |                                  |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 37                               | 4,374     | 526            | 12.0                        | 223                                 | 228      | 30            | 437                                |
| Grain   | 14                               | 1,637     | 144            |                             | 70                                  | 72       | 5             | 86                                 |
| Hides, skins and furs                                       | 12                               | 1,747     | 158            |                             | 81                                  | 66       | 19            | 189                                |
| Live stock  | 3                                | 52        | 4              |                             | 2                                   | 3        | —             | —                                  |
| Wool and mohair   | 4                                | 650       | 167            |                             | 52                                  | 64       | 1             | 190                                |
| All other   | 4                                | 228       | 53             |                             | 18                                  | 17       | 5             | 22                                 |
| Farm products—consumer goods                                | 429                              | 50,135    | 7,940          | 15.8                        | 2,604                               | 3,345    | 121           | 1,456                              |
| Dairy products (general line)                               | 52                               | 6,199     | 2,403          |                             | 795                                 | 1,005    | 15            | 111                                |
| Butter  | 9                                | 976       | 135            |                             | 38                                  | 49       | 2             | 23                                 |
| Cheese  | 3                                | 349       | 40             |                             | 7                                   | 13       | —             | 18                                 |
| Milk and cream  | 35                               | 3,765     | 1,239          |                             | 341                                 | 436      | 4             | 6                                  |
| All other dairy products                                    | 20                               | 997       | 232            |                             | 95                                  | 117      | 5             | 20                                 |
| Poultry and poultry products                                | 65                               | 3,650     | 432            |                             | 159                                 | 186      | 10            | 47                                 |
| Dairy and poultry products                                  | 65                               | 6,372     | 752            |                             | 288                                 | 337      | 6             | 267                                |
| Fruits and vegetables (fresh)                               | 182                              | 27,854    | 2,557          |                             | 885                                 | 1,002    | 69            | 963                                |
| Farm supplies   | 45                               | 5,440     | 2,452          | 37.8                        | 974                                 | 1,147    | 28            | 1,540                              |
| Feed  | 56                               | 1,945     | 262            |                             | 116                                 | 129      | 14            | 208                                |
| All other   | 9                                | 4,497     | 2,170          |                             | 858                                 | 1,018    | 14            | 1,332                              |
| Furniture and house furnishings                             | 47                               | 2,300     | 506            | 22.0                        | 155                                 | 230      | 12            | 552                                |
| Floor coverings   | 8                                | 1,024     | 204            |                             | 51                                  | 84       | —             | 266                                |
| Furniture   | 8                                | 475       | 102            |                             | 25                                  | 38       | 1             | 121                                |
| House furnishings (except china and glassware)              | 23                               | 528       | 150            |                             | 47                                  | 77       | 11            | 175                                |
| All other   | 8                                | 273       | 50             |                             | 50                                  | 29       | —             | 90                                 |
| General Merchandise   | 3                                | 589       | 46             | 11.8                        | 13                                  | 20       | 4             | 69                                 |
| Groceries and foods (except farm products)                  | 869                              | 78,737    | 10,333         | 13.1                        | 4,137                               | 5,150    | 153           | 7,602                              |
| Groceries (general line)                                    | 138                              | 40,345    | 3,879          |                             | 1,551                               | 2,160    | 30            | 5,866                              |
| Confectionery and soft drinks                               | 104                              | 5,218     | 300            |                             | 251                                 | 420      | 24            | 334                                |
| Fish and sea foods  | 205                              | 3,251     | 1,025          |                             | 404                                 | 451      | 56            | 104                                |
| Meats and meat products                                     | 120                              | 12,519    | 1,845          |                             | 804                                 | 866      | 20            | 286                                |
| Other food and grocery specialties                          | 292                              | 17,404    | 2,666          |                             | 1,027                               | 1,273    | 47            | 1,682                              |
| Hardware  | 38                               | 9,102     | 1,945          | 21.4                        | 841                                 | 1,127    | 21            | 3,458                              |
| Hardware (general line)                                     | 22                               | 7,348     | 1,600          |                             | 682                                 | 921      | 8             | 2,864                              |
| Hardware (specialty lines)                                  | 16                               | 1,754     | 345            |                             | 159                                 | 206      | 13            | 589                                |
| Jewelry and optical goods                                   | 47                               | 1,707     | 782            | 45.8                        | 313                                 | 457      | 5             | 475                                |
| Jewelry (general line)                                      | 15                               | 667       | 245            |                             | 75                                  | 124      | 3             | 339                                |
| Diamonds and other precious stones                          | 4                                | 56        | 22             |                             | 7                                   | 11       | 1             | 14                                 |
| Other jewelry specialties                                   | 6                                | 161       | 11             |                             | 5                                   | 6        | 1             | 5                                  |
| Optical goods   | 22                               | 803       | 504            |                             | 226                                 | 296      | —             | 115                                |
| Lumber and building materials (other than metal)            | 88                               | 6,271     | 1,609          | 25.7                        | 529                                 | 755      | 45            | 2,361                              |
| Lumber and millwork   | 56                               | 3,244     | 850            |                             | 269                                 | 368      | 24            | 1,554                              |
| Brick and tile  | 3                                | 59        | 17             |                             | 6                                   | 7        | —             | 6                                  |
| Cement  | 7                                | 492       | 106            |                             | 32                                  | 42       | —             | 148                                |
| Glass   | 12                               | 764       | 274            |                             | 89                                  | 147      | 4             | 251                                |
| All other   | 30                               | 1,372     | 382            |                             | 135                                 | 191      | 15            | 422                                |



## WHOLESALE DISTRIBUTION: 1933

13-26-3  
Census of  
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Business

Table 2B.—STATE OF MICHIGAN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALESAKERS PROPER</b>                               |                                       |           |                |                             |                                     |          |               |                                    |
| <b>(continued)</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (except electrical)       | 240                                   | 15,415    | 4,207          | 27.3                        | 1,511                               | 1,992    | 85            | 4,540                              |
| Commercial machinery, equipment and supplies                | 49                                    | 1,523     | 495            |                             | 199                                 | 286      | 17            | 522                                |
| Construction machinery, equipment and supplies              | 9                                     | 522       | 75             |                             | 19                                  | 24       | 1             | 70                                 |
| Farm and dairy machinery and equipment                      | 11                                    | 399       | 102            |                             | 46                                  | 47       | 4             | 95                                 |
| Industrial machinery, equipment and supplies                | 95                                    | 9,755     | 2,428          |                             | 659                                 | 1,005    | 52            | 2,758                              |
| Bottles and bottling equipment                              | 9                                     | 148       | 16             |                             | 8                                   | 7        | -             | 19                                 |
| Machine tools   | 7                                     | 464       | 66             |                             | 19                                  | 36       | -             | 101                                |
| Mechanical rubber goods                                     | 4                                     | 136       | 50             |                             | 7                                   | 26       | 9             | 19                                 |
| Mill and mine supplies (general line)                       | 26                                    | 3,430     | 567            |                             | 186                                 | 272      | 19            | 1,086                              |
| All other   | 49                                    | 5,577     | 1,729          |                             | 419                                 | 662      | 24            | 1,513                              |
| Professional equipment and supplies                         | 31                                    | 1,566     | 543            |                             | 185                                 | 309      | 5             | 500                                |
| Service equipment and supplies                              | 42                                    | 1,706     | 521            |                             | 211                                 | 292      | 8             | 562                                |
| Barber and beauty parlor equipment and supplies             | 24                                    | 803       | 270            |                             | 110                                 | 145      | 1             | 261                                |
| Laundry equipment and supplies                              | 6                                     | 299       | 68             |                             | 27                                  | 29       | 1             | 60                                 |
| All other   | 12                                    | 604       | 188            |                             | 74                                  | 120      | 6             | 241                                |
| Transportation equipment and supplies                       | 5                                     | 152       | 45             |                             | 12                                  | 29       | -             | 55                                 |
| <b>Metals (except scrap)</b>                                | 27                                    | 5,467     | 1,164          | 18.0                        | 287                                 | 553      | 11            | 1,582                              |
| Iron and steel  | 15                                    | 5,412     | 884            |                             | 214                                 | 407      | 7             | 1,509                              |
| Sheet metal products  | 8                                     | 214       | 78             |                             | 16                                  | 34       | 4             | 104                                |
| Other metal and metal works                                 | 6                                     | 841       | 202            |                             | 57                                  | 92       | -             | 219                                |
| <b>Paper and its products</b>                               | 65                                    | 12,645    | 2,458          | 19.5                        | 361                                 | 1,508    | 11            | 2,509                              |
| Petroleum and its products                                  | 116                                   | 8,177     | 1,595          | 19.5                        | 485                                 | 551      | 19            | 575                                |
| Plumbing and heating equipment and supplies                 | 60                                    | 4,455     | 1,016          | 22.9                        | 400                                 | 527      | 20            | 1,216                              |
| Heating equipment (general line)                            | 4                                     | 187       | 67             |                             | 38                                  | 35       | -             | 55                                 |
| Pipe, valves and fittings                                   | 12                                    | 2,221     | 419            |                             | 165                                 | 220      | 4             | 901                                |
| Plumbing and heating equipment (general line)               | 26                                    | 1,710     | 413            |                             | 165                                 | 224      | 8             | 842                                |
| All other   | 18                                    | 317       | 117            |                             | 59                                  | 47       | 8             | 120                                |
| <b>Tobacco and its products (except leaf)</b>               | 113                                   | 28,962    | 1,599          | 5.5                         | 659                                 | 794      | 6             | 1,421                              |
| <b>Waste materials</b>                                      | 168                                   | 11,365    | 1,805          | 16.9                        | 796                                 | 854      | 92            | 1,259                              |
| Iron and steel scrap  | 60                                    | 4,707     | 740            |                             | 258                                 | 345      | 45            | 677                                |
| Junk and scrap (general line)                               | 75                                    | 4,696     | 711            |                             | 341                                 | 508      | 31            | 468                                |
| All other   | 55                                    | 1,962     | 354            |                             | 217                                 | 185      | 18            | 184                                |
| <b>All other products</b>                                   | 242                                   | 14,948    | 5,219          | 21.5                        | 1,366                               | 1,704    | 56            | 1,187                              |
| Bags and bagging  | 5                                     | 143       | 22             |                             | 14                                  | 10       | 1             | 21                                 |
| Beer  | 102                                   | 5,457     | 706            |                             | 268                                 | 359      | 13            | 156                                |
| Books and periodicals                                       | 7                                     | 416       | 116            |                             | 45                                  | 42       | 1             | 151                                |
| Flowers and nursery stock                                   | 21                                    | 868       | 291            |                             | 106                                 | 120      | 1             | 68                                 |
| Forest products (except lumber)                             | 13                                    | 1,135     | 198            |                             | 55                                  | 76       | 6             | 172                                |
| Leather   | 7                                     | 223       | 41             |                             | 15                                  | 19       | -             | 60                                 |
| Leather goods   | 15                                    | 603       | 120            |                             | 49                                  | 60       | 2             | 145                                |
| Newspapers and magazines                                    | 27                                    | 2,356     | 494            |                             | 292                                 | 345      | 12            | 143                                |
| Wines and spiritous liquors                                 | 9                                     | 347       | 58             |                             | 21                                  | 23       | -             | 68                                 |
| Miscellaneous kinds of business                             | 58                                    | 3,400     | 1,173          |                             | 605                                 | 672      | 20            | 151                                |

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## WHOLESALE DISTRIBUTION: 1933

17-49-5  
Census of

American

Business

Table 2B.—STATE OF MICHIGAN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>establish-<br>ments | Net sales      | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL      |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|----------------|----------------|-----------------------------|-------------------------------------|---------------|---------------|------------------------------------|
|   |                                  |                | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total         | Part-<br>time |                                    |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                  |                |                |                             |                                     |               |               |                                    |
| <b>WITH STOCKS</b>  | <b>505</b>                       | <b>173,256</b> | <b>28,688</b>  | <b>16.6</b>                 | <b>6,423</b>                        | <b>12,257</b> | <b>128</b>    | <b>20,948</b>                      |
| Amusement and sporting goods                                | 6                                | 2,813          | 590            | 21.0                        | 160                                 | 806           | 2             | 45                                 |
| Automotive products   | 27                               | 11,096         | 1,904          | 17.2                        | 514                                 | 918           | 1             | 1,071                              |
| Chemicals   | 28                               | 9,014          | 947            | 10.5                        | 190                                 | 236           | 3             | 940                                |
| Clothing and furnishings                                    | 6                                | 1,061          | 83             | 7.8                         | 36                                  | 48            | 2             | 361                                |
| Drugs and drug sundries                                     | 4                                | 3,546          | 872            | 24.6                        | 225                                 | 397           | -             | 756                                |
| Dry goods   | 4                                | 383            | 56             | 14.6                        | 17                                  | 27            | -             | 35                                 |
| Electrical goods  | 28                               | 27,666         | 5,292          | 19.1                        | 1,014                               | 2,427         | 1             | 5,076                              |
| Farm products-consumer goods                                | 9                                | 4,155          | 725            | 17.4                        | 161                                 | 251           | 30            | 154                                |
| Furniture and house furnishings                             | 16                               | 3,932          | 519            | 13.2                        | 119                                 | 243           | 4             | 734                                |
| Groceries and foods (except farm products)                  | 137                              | 41,684         | 6,499          | 15.6                        | 1,504                               | 2,453         | 16            | 1,189                              |
| Hardware  | 5                                | 858            | 140            | 16.7                        | 58                                  | 75            | -             | 104                                |
| Jewelry and optical goods                                   | 4                                | 175            | 80             | 45.7                        | 29                                  | 41            | -             | 20                                 |
| Lumber and building materials (other<br>than metal)         | 19                               | 6,887          | 919            | 10.3                        | 233                                 | 461           | 4             | 1,142                              |
| Machinery, equipment and supplies (except<br>electrical)    | 119                              | 15,952         | 3,329          | 20.9                        | 1,046                               | 1,625         | 37            | 2,910                              |
| Metals (except scrap)                                       | 24                               | 24,409         | 3,735          | 15.3                        | 326                                 | 1,165         | 7             | 6,308                              |
| Paper and its products                                      | 7                                | 1,101          | 200            | 18.2                        | 68                                  | 120           | -             | 72                                 |
| Plumbing and heating equipment and supplies                 | 17                               | 3,135          | 862            | 27.5                        | 201                                 | 329           | 7             | 573                                |
| Tobacco and its products (except leaf)                      | 5                                | 3,239          | 495            | 15.2                        | 74                                  | 190           | -             | 277                                |
| All other kinds of business                                 | 36                               | 10,172         | 1,442          | 14.2                        | 448                                 | 723           | 14            | 1,251                              |
| <b>WITHOUT STOCKS</b>                                       | <b>200</b>                       | <b>101,883</b> | <b>4,722</b>   | <b>4.6</b>                  | <b>1,140</b>                        | <b>2,603</b>  | <b>41</b>     | <b>22</b>                          |
| Amusement and sporting goods                                | 4                                | 1,738          | 266            | 15.4                        | 84                                  | 142           | 1             | -                                  |
| Automotive products   | 13                               | 5,050          | 152            | 3.0                         | 31                                  | 104           | -             | -                                  |
| Chemical  | 8                                | 665            | 162            | 24.4                        | 21                                  | 35            | -             | -                                  |
| Dry goods   | 7                                | 879            | 65             | 7.4                         | 33                                  | 49            | -             | -                                  |
| Electrical goods  | 17                               | 2,082          | 247            | 11.9                        | 59                                  | 178           | 1             | -                                  |
| Furniture and house furnishings                             | 5                                | 381            | 32             | 8.4                         | 10                                  | 13            | -             | -                                  |
| Groceries and foods (except farm products)                  | 7                                | 3,610          | 591            | 16.4                        | 145                                 | 242           | -             | -                                  |
| Lumber and building materials (other than<br>metal)         | 10                               | 14,228         | 278            | 2.0                         | 60                                  | 162           | -             | -                                  |
| Machinery, equipment and supplies (except<br>electrical)    | 56                               | 7,919          | 774            | 9.8                         | 185                                 | 440           | 3             | -                                  |
| Metals (except scrap)                                       | 34                               | 50,256         | 1,089          | 2.2                         | 202                                 | 658           | 30            | 22                                 |
| Paper and its products                                      | 8                                | 1,572          | 81             | 5.2                         | 24                                  | 54            | -             | -                                  |
| Plumbing and heating equipment and supplies                 | 4                                | 2,577          | 360            | 14.0                        | 98                                  | 195           | 6             | -                                  |
| All other kinds of business                                 | 27                               | 10,926         | 628            | 5.7                         | 190                                 | 353           | -             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                  |                |                |                             |                                     |               |               |                                    |
| <b>BROKERS</b>  | <b>67</b>                        | <b>47,491</b>  | <b>688</b>     | <b>1.4</b>                  | <b>169</b>                          | <b>297</b>    | <b>12</b>     | <b>25</b>                          |
| Farm products-consumer goods                                | 15                               | 1,629          | 76             | 4.7                         | 25                                  | 22            | -             | -                                  |
| Groceries and foods (except farm products)                  | 34                               | 42,721         | 449            | 1.1                         | 106                                 | 200           | 4             | 10                                 |
| Waste materials   | 3                                | 533            | 18             | 3.4                         | 2                                   | 6             | 1             | -                                  |
| All other kinds of business                                 | 15                               | 2,598          | 145            | 5.6                         | 38                                  | 67            | 7             | 15                                 |
| <b>COMMISSION MERCHANTS</b>                                 |                                  |                |                |                             |                                     |               |               |                                    |
| <b>COMMISSION MERCHANTS</b>                                 | <b>52</b>                        | <b>16,921</b>  | <b>628</b>     | <b>3.7</b>                  | <b>243</b>                          | <b>377</b>    | <b>8</b>      | <b>79</b>                          |
| Farm products-raw materials                                 | 5                                | 9,541          | 208            | 2.2                         | 61                                  | 165           | 2             | -                                  |
| Farm products-consumer goods                                | 28                               | 6,010          | 318            | 5.3                         | 127                                 | 172           | 4             | 55                                 |
| All other kinds of business                                 | 19                               | 1,370          | 102            | 7.4                         | 56                                  | 40            | 2             | 24                                 |
| <b>EXPORT AND IMPORT AGENTS</b>                             |                                  |                |                |                             |                                     |               |               |                                    |
| <b>EXPORT AND IMPORT AGENTS</b>                             | <b>5</b>                         | <b>213</b>     | <b>30</b>      | <b>14.1</b>                 | <b>10</b>                           | <b>18</b>     | <b>1</b>      | <b>10</b>                          |
| <b>MANUFACTURERS AGENTS</b>                                 |                                  |                |                |                             |                                     |               |               |                                    |
| <b>MANUFACTURERS AGENTS</b>                                 | <b>207</b>                       | <b>30,998</b>  | <b>1,355</b>   | <b>4.3</b>                  | <b>342</b>                          | <b>622</b>    | <b>12</b>     | <b>182</b>                         |
| Automotive products   | 25                               | 13,788         | 341            | 2.5                         | 51                                  | 145           | -             | 23                                 |
| Chemicals   | 5                                | 475            | 45             | 9.5                         | 14                                  | 26            | -             | 23                                 |
| Dry goods   | 5                                | 428            | 7              | 1.6                         | 1                                   | 2             | 1             | 2                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2 B.—STATE OF MICHIGAN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Num-<br>ber of estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |   |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>MANUFACTURERS' AGENTS</b>                                |   |           |                |                             |                                     |          |               |                                    |
| (continued)   |   |           |                |                             |                                     |          |               |                                    |
| Electrical goods  | 10                                      | 514       | 40             | 7.8                         | 17                                  | 20       | -             | 3                                  |
| Furniture and house furnishings                             | 6                                       | 867       | 34             | 3.9                         | 13                                  | 17       | 1             | -                                  |
| Groceries and foods (except farm products)                  | 6                                       | 376       | 24             | 6.4                         | 9                                   | 11       | -             | 1                                  |
| Hardware  | 4                                       | 437       | 8              | 1.8                         | 2                                   | 3        | -             | -                                  |
| Lumber and building materials (other than metal)            | 14                                      | 955       | 39             | 4.1                         | 10                                  | 16       | 1             | -                                  |
| Machinery equipment and supplies (except electrical)        | 85                                      | 8,477     | 510            | 6.0                         | 140                                 | 242      | 8             | 86                                 |
| Metals (except scrap)                                       | 16                                      | 2,956     | 136            | 4.6                         | 44                                  | 79       | -             | 28                                 |
| Paper and its products                                      | 7                                       | 530       | 43             | 13.0                        | 11                                  | 21       | -             | -                                  |
| Plumbing and heating equipment and supplies                 | 7                                       | 280       | 20             | 7.1                         | 9                                   | 14       | -             | 15                                 |
| All other kinds of business                                 | 19                                      | 1,137     | 78             | 6.9                         | 21                                  | 26       | 1             | 3                                  |
| <b>SELLING AGENTS</b>                                       |   |           |                |                             |                                     |          |               |                                    |
| Coal  | 7                                       | 3,048     | 186            | 6.1                         | 34                                  | 84       | 1             | -                                  |
| Lumber and building materials (other than metal)            | 4                                       | 743       | 15             | 1.7                         | 4                                   | 5        | -             | 10                                 |
| Metals (except scrap)                                       | 3                                       | 6,781     | 115            | 1.7                         | 22                                  | 74       | -             | -                                  |
| All other kinds of business                                 | 18                                      | 3,088     | 244            | 7.9                         | 56                                  | 121      | 10            | 16                                 |
| <b>OTHER AGENTS</b>   |   |           |                |                             |                                     |          |               |                                    |
| Furniture and house furnishings                             | 12                                      | 4,228     | 140            | 3.3                         | 66                                  | 78       | 5             | 26                                 |
| All other kinds of business                                 | 4                                       | 205       | 30             | 14.8                        | 15                                  | 15       | 1             | 19                                 |
| All other kinds of business                                 | 8                                       | 4,025     | 110            | 2.7                         | 51                                  | 60       | 4             | 7                                  |
| <b>ALL OTHER TYPES</b>                                      |   |           |                |                             |                                     |          |               |                                    |
| <b>BULK TANK STATIONS (petroleum)</b>                       |   |           |                |                             |                                     |          |               |                                    |
| CHAIN STORE WAREHOUSES                                      | 848                                     | 74,439    | 12,659         | 17.0                        | 3,184                               | 5,047    | 76            | 5,280                              |
| Groceries and foods (except farm products)                  | 11                                      | 67,686    | 3,965          | 5.9                         | 1,067                               | 1,859    | 2             | 2,137                              |
| All other kinds of business                                 | 8                                       | 60,068    | 3,782          | 6.3                         | 1,002                               | 1,759    | 2             | 1,663                              |
| All other kinds of business                                 | 3                                       | 7,618     | 183            | 2.4                         | 65                                  | 100      | -             | 484                                |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                        |   |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 224                                     | 15,329    | 1,028          | 6.7                         | 310                                 | 408      | 88            | 656                                |
| Farm products—consumer goods                                | 68                                      | 3,632     | 338            | 9.3                         | 96                                  | 152      | 36            | 376                                |
| Farm supplies   | 162                                     | 11,096    | 692            | 5.3                         | 184                                 | 204      | 39            | 115                                |
| All other kinds of business                                 | 9                                       | 309       | 49             | 15.9                        | 18                                  | 26       | 8             | 56                                 |
| All other kinds of business                                 | 5                                       | 292       | 49             | 16.3                        | 12                                  | 24       | 5             | 129                                |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   |   |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 84                                      | 11,206    | 1,189          | 10.6                        | 454                                 | 654      | 36            | 320                                |
| Farm products—consumer goods                                | 21                                      | 3,429     | 185            | 5.4                         | 61                                  | 97       | 8             | 60                                 |
| Farm supplies   | 33                                      | 6,271     | 802            | 12.8                        | 298                                 | 363      | 21            | 99                                 |
| All other products  | 27                                      | 1,580     | 184            | 13.3                        | 84                                  | 85       | 4             | 166                                |
| All other products  | 3                                       | 126       | 18             | 14.3                        | 11                                  | 11       | 2             | 16                                 |
| <b>ELEVATORS</b>  |   |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 225                                     | 14,756    | 1,499          | 10.2                        | 750                                 | 754      | 106           | 1,590                              |
| Farm supplies   | 219                                     | 14,562    | 1,472          | 10.1                        | 757                                 | 740      | 104           | 1,663                              |
| Farm supplies   | 6                                       | 193       | 27             | 14.0                        | 13                                  | 14       | 2             | 27                                 |
| <b>CRACK STATIONS</b>                                       |   |           |                |                             |                                     |          |               |                                    |
|   | 46                                      | 715       | 67             | 9.4                         | 15                                  | 12       | 1             | -                                  |
| <b>CITIES OF 100,000 POPULATION AND OVER.</b>               |   |           |                |                             |                                     |          |               |                                    |
| <b>DETROIT</b>  |   |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 2,175                                   | 613,864   | 72,942         | 11.9                        | 20,890                              | 34,108   | 648           | 45,484                             |
| Manufacturers' sales branches                               | 1,379                                   | 187,446   | 54,352         | 18.3                        | 12,091                              | 16,894   | 580           | 24,375                             |
| Agents and brokers  | 479                                     | 249,320   | 29,320         | 11.8                        | 6,325                               | 15,103   | 115           | 18,362                             |
| All other types   | 276                                     | 102,263   | 2,803          | 2.7                         | 786                                 | 1,444    | 37            | 256                                |
| All other types   | 41                                      | 74,855    | 6,467          | 8.6                         | 1,688                               | 2,667    | 16            | 2,501                              |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MICHIGAN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| DETROIT (continued)   |                                       |           |                |                             |                                     |          |               |                                    |
| WHOLESALES PROPER   |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 29                                    | 1,197     | 371            | 31.0                        | 111                                 | 201      | 11            | 152                                |
| Cameras and motion picture equipment<br>and supplies        | 4                                     | 115       | 21             |                             | 8                                   | 15       | 2             | 9                                  |
| Moving picture films  | 4                                     | 497       | 198            |                             | 57                                  | 118      | -             | 7                                  |
| Toys, novelties, fireworks                                  | 7                                     | 72        | 14             |                             | 5                                   | 6        | 5             | 23                                 |
| All other   | 14                                    | 513       | 158            |                             | 43                                  | 64       | 6             | 113                                |
| Automotive products   | 126                                   | 12,014    | 2,598          | 21.6                        | 1,058                               | 1,458    | 29            | 1,275                              |
| Automobiles   | 21                                    | 4,766     | 499            |                             | 216                                 | 309      | 1             | 205                                |
| Automotive, equipment, accessories and<br>parts             | 90                                    | 6,725     | 1,995          |                             | 802                                 | 1,082    | 27            | 1,576                              |
| Tires and tubes   | 15                                    | 523       | 104            |                             | 40                                  | 47       | 1             | 94                                 |
| Chemicals   | 29                                    | 3,923     | 1,119          | 28.5                        | 356                                 | 630      | 12            | 957                                |
| Paints and varnishes  | 18                                    | 3,205     | 992            |                             | 315                                 | 556      | 5             | 954                                |
| All other   | 11                                    | 718       | 127            |                             | 40                                  | 64       | 7             | 23                                 |
| Clothing and furnishings                                    | 42                                    | 2,555     | 454            | 17.9                        | 164                                 | 216      | 10            | 591                                |
| Clothing men's and boys'                                    | 3                                     | 176       | 24             |                             | 8                                   | 10       | -             | 19                                 |
| Clothing women's and children's                             | 9                                     | 1,186     | 190            |                             | 65                                  | 86       | 9             | 145                                |
| Furnishings, men's and boys'                                | 9                                     | 192       | 50             |                             | 40                                  | 32       | -             | 25                                 |
| Furnishings, women's and children's                         | 4                                     | 112       | 25             |                             | 8                                   | 12       | -             | 51                                 |
| Hosiery   | 5                                     | 247       | 37             |                             | 8                                   | 12       | -             | 61                                 |
| Shoes and other footwear                                    | 7                                     | 479       | 81             |                             | 22                                  | 45       | 1             | 70                                 |
| All other   | 5                                     | 143       | 47             |                             | 15                                  | 19       | -             | 20                                 |
| Coal  | 16                                    | 3,944     | 658            | 16.7                        | 200                                 | 285      | 10            | 132                                |
| Drugs and drug sundries                                     | 28                                    | 5,469     | 1,229          | 22.5                        | 350                                 | 541      | 2             | 820                                |
| Drugs (general line)  | 7                                     | 5,093     | 1,094          |                             | 290                                 | 491      | 1             | 798                                |
| Drugs (specialty lines)                                     | 4                                     | 62        | 16             |                             | 11                                  | 12       | 1             | 3                                  |
| Patent medicines  | 4                                     | 90        | 37             |                             | 6                                   | 8        | 1             | 2                                  |
| Toilet articles and preparations                            | 8                                     | 155       | 63             |                             | 16                                  | 26       | -             | 6                                  |
| All other   | 5                                     | 62        | 19             |                             | 7                                   | 4        | -             | 11                                 |
| Dry goods   | 51                                    | 7,595     | 1,118          | 14.7                        | 492                                 | 638      | 1             | 1,757                              |
| Dry goods (general line)                                    | 5                                     | 5,649     | 736            |                             | 402                                 | 525      | -             | 1,275                              |
| knit goods  | 6                                     | 977       | 177            |                             | 41                                  | 45       | 1             | 286                                |
| Hosiery   | 7                                     | 170       | 23             |                             | 9                                   | 10       | -             | 54                                 |
| Piece goods   | 6                                     | 503       | 75             |                             | 20                                  | 32       | -             | 52                                 |
| All other   | 7                                     | 234       | 57             |                             | 20                                  | 26       | -             | 90                                 |
| Electrical goods  | 55                                    | 6,978     | 1,728          | 24.8                        | 620                                 | 906      | 19            | 1,201                              |
| Electrical appliances, equipment and<br>supplies            | 37                                    | 4,374     | 1,025          |                             | 375                                 | 608      | 13            | 758                                |
| Radios and radio equipment                                  | 13                                    | 1,051     | 240            |                             | 65                                  | 103      | 6             | 124                                |
| Refrigerators   | 3                                     | 1,573     | 465            |                             | 132                                 | 256      | -             | 289                                |
| Farm products—raw materials                                 | 8                                     | 1,751     | 295            | 16.8                        | 85                                  | 117      | 14            | 277                                |
| Hides, skins, and furs (raw)                                | 3                                     | 975       | 99             |                             | 25                                  | 44       | 14            | 65                                 |
| All other   | 5                                     | 776       | 186            |                             | 60                                  | 73       | -             | 194                                |
| Farm products—consumer goods                                | 169                                   | 30,559    | 5,175          | 16.9                        | 1,569                               | 1,991    | 41            | 553                                |
| Dairy products (general line)                               | 8                                     | 2,188     | 888            |                             | 315                                 | 455      | 5             | 41                                 |
| All other dairy products                                    | 5                                     | 259       | 159            |                             | 24                                  | 45       | 2             | 9                                  |
| Poultry and poultry products                                | 36                                    | 2,825     | 352            |                             | 150                                 | 161      | 12            | 35                                 |
| Dairy and poultry products                                  | 20                                    | 4,945     | 529            |                             | 145                                 | 172      | -             | 170                                |
| Fruits and vegetables (fresh)                               | 62                                    | 17,609    | 2,528          |                             | 517                                 | 614      | 22            | 402                                |
| All other   | 54                                    | 2,879     | 59             |                             | 220                                 | 589      | -             | 8                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MICHIGAN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|------------------------------------|-----------|----------------|-----------------------------|----------------------------------|----------|---------------|------------------------------------|
|   |                                    |           | Amount         | Per-<br>cent<br>of<br>sales |                                  | Total    | Part-<br>time |                                    |
| <b>WHOLESALESPER PROPER (continued)</b>                     |                                    |           |                |                             |                                  |          |               |                                    |
| Farm supplies   | 8                                  | 2,929     | 1,871          | 63.9                        | 791                              | 906      | 8             | 942                                |
| Furniture and house furnishings                             | 54                                 | 1,853     | 589            | 31.0                        | 108                              | 175      | 11            | 522                                |
| Floor coverings   | 7                                  | (X)       | (X)            | (X)                         | (X)                              | (X)      | (X)           | (X)                                |
| Furniture   | 6                                  | 374       | 66             | 17                          | 17                               | 26       | 1             | 106                                |
| House furnishings (except as specified)                     | 16                                 | 467       | 129            | 40                          | 40                               | 68       | 10            | 144                                |
| All other   | 5                                  | (X)       | (X)            | (X)                         | (X)                              | (X)      | (X)           | (X)                                |
| Groceries and foods (except farm products)                  | 245                                | 35,470    | 4,417          | 13.2                        | 1,719                            | 2,226    | 53            | 2,601                              |
| Groceries (general line)                                    | 59                                 | 14,251    | 1,375          | 9.6                         | 571                              | 780      | 8             | 1,581                              |
| Confectionery and soft drinks                               | 27                                 | 1,656     | 515            | 31                          | 128                              | 164      | 12            | 91                                 |
| Fish and sea foods  | 17                                 | 1,656     | 259            | 15.6                        | 61                               | 112      | 7             | 32                                 |
| Meat and meat products                                      | 55                                 | 7,532     | 984            | 13.1                        | 400                              | 454      | 9             | 144                                |
| Other food and grocery specialties                          | 108                                | 8,415     | 1,488          | 17.7                        | 539                              | 716      | 17            | 755                                |
| Hardware  | 19                                 | 4,177     | 916            | 21.9                        | 384                              | 505      | 10            | 1,083                              |
| Hardware (general line)                                     | 7                                  | 3,450     | 718            | 20.8                        | 309                              | 401      | 1             | 821                                |
| Hardware (specialty lines)                                  | 12                                 | 747       | 198            | 26.5                        | 75                               | 102      | 9             | 262                                |
| Jewelry and optical goods                                   | 56                                 | 1,462     | 625            | 42.7                        | 251                              | 365      | 5             | 436                                |
| Jewelry (general line)                                      | 15                                 | 687       | 245            | 35.7                        | 75                               | 124      | 3             | 359                                |
| Diamonds and other precious stones                          | 4                                  | 56        | 22             | 39.3                        | 7                                | 11       | 1             | 14                                 |
| Other jewelry   | 6                                  | 161       | 11             | 6.8                         | 5                                | 6        | 1             | 5                                  |
| Optical goods   | 11                                 | 558       | 347            | 62.2                        | 164                              | 222      | -             | 78                                 |
| Lumber and building materials (other than metal)            | 55                                 | 5,105     | 955            | 18.7                        | 325                              | 457      | 17            | 1,504                              |
| Lumber and millwork   | 17                                 | 1,586     | 527            | 33.2                        | 185                              | 258      | 13            | 865                                |
| Glass   | 6                                  | 553       | 200            | 36.2                        | 64                               | 104      | 1             | 162                                |
| All other   | 12                                 | 964       | 228            | 23.6                        | 76                               | 115      | 3             | 276                                |
| Machinery, equipment and supplies (except electrical)       | 146                                | 10,583    | 5,115          | 48.4                        | 941                              | 1,442    | 44            | 2,979                              |
| Commercial machinery, equipment and supplies                | 40                                 | 1,241     | 598            | 48.2                        | 158                              | 255      | 12            | 260                                |
| Construction machinery, equipment and supplies              | 7                                  | 294       | 61             | 20.8                        | 15                               | 20       | 1             | 67                                 |
| Industrial machinery, equipment and supplies                | 58                                 | 6,765     | 1,913          | 28.3                        | 484                              | 768      | 23            | 1,905                              |
| Bottle and bottling equipment                               | 7                                  | 155       | 15             | 9.7                         | 7                                | 7        | -             | 18                                 |
| Machine tools   | 7                                  | 464       | 66             | 14.2                        | 19                               | 56       | -             | 101                                |
| Mechanical rubber goods                                     | 3                                  | (X)       | (X)            | (X)                         | (X)                              | (X)      | (X)           | (X)                                |
| Mill and mine supplies (general line)                       | 5                                  | (X)       | (X)            | (X)                         | (X)                              | (X)      | (X)           | (X)                                |
| All other   | 36                                 | 4,992     | 1,576          | 31.4                        | 582                              | 604      | 21            | 1,348                              |
| Professional equipment and supplies                         | 15                                 | 994       | 350            | 35.3                        | 107                              | 174      | 2             | 296                                |
| Service equipment and supplies                              | 23                                 | 1,219     | 368            | 30.2                        | 155                              | 216      | 6             | 598                                |
| Barber and beauty parlor equipment and supplies             | 11                                 | 528       | 158            | 29.9                        | 60                               | 88       | 1             | 155                                |
| Laundry equipment and supplies                              | 5                                  | 171       | 49             | 28.7                        | 16                               | 15       | 1             | 32                                 |
| All other   | 7                                  | 520       | 161            | 30.9                        | 79                               | 115      | 4             | 218                                |
| Transportation equipment and supplies                       | 3                                  | 152       | 45             | 29.6                        | 12                               | 29       | -             | 55                                 |
| Metals (except scrap)                                       | 19                                 | 6,250     | 1,072          | 17.2                        | 259                              | 495      | 8             | 1,525                              |
| Iron and steel  | 15                                 | 5,412     | 884            | 16.3                        | 214                              | 407      | 7             | 1,309                              |
| All other   | 6                                  | 818       | 188            | 23.0                        | 45                               | 86       | 1             | 216                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MICHIGAN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALESALES PROPER (continued)</b>                    |                                       |           |                |                             |                                     |          |               |                                    |
| Paper and its products                                      | 49                                    | 8,422     | 1,582          | 18.8                        | 532                                 | 845      | 10            | 1,664                              |
| Paper and its products (general line)                       | 11                                    | 4,967     | 914            |                             | 292                                 | 510      | 4             | 578                                |
| Paper and its products (specialty lines)                    | 16                                    | 2,670     | 412            |                             | 129                                 | 220      | -             | 438                                |
| Stationery and stationery supplies                          | 9                                     | 234       | 49             |                             | 40                                  | 59       | 5             | 55                                 |
| Wall paper  | 13                                    | 561       | 168            |                             | 71                                  | 76       | 5             | 200                                |
| Petroleum and its products                                  | 13                                    | 1,500     | 200            | 15.4                        | 69                                  | 95       | 1             | 60                                 |
| Plumbing and heating equipment and supplies                 | 56                                    | 2,940     | 656            | 22.5                        | 282                                 | 339      | 6             | 1,082                              |
| Pipe, valves, and fittings                                  | 8                                     | 2,071     | 396            |                             | 154                                 | 210      | 4             | 610                                |
| Plumbing and heating equipment (general line)               | 12                                    | 517       | 133            |                             | 71                                  | 69       | -             | 165                                |
| All other   | 15                                    | 552       | 127            |                             | 57                                  | 60       | 2             | 107                                |
| Tobacco and its products (except leaf)                      | 58                                    | 19,458    | 1,027          | 5.5                         | 418                                 | 513      | 2             | 850                                |
| Waste Materials   | 67                                    | 5,282     | 710            | 13.4                        | 322                                 | 309      | 24            | 375                                |
| Iron and steel scrap  | 18                                    | 1,614     | 253            |                             | 69                                  | 113      | 10            | 180                                |
| Junk and scrap (general line)                               | 25                                    | 2,887     | 356            |                             | 175                                 | 142      | 4             | 228                                |
| Waste paper, rags, and rubber                               | 24                                    | 581       | 121            |                             | 78                                  | 54       | 10            | 17                                 |
| All other kinds of business                                 | 85                                    | 10,182    | 2,081          | 20.4                        | 915                                 | 1,209    | 31            | 710                                |
| Bags and bagging  | 5                                     | 143       | 22             |                             | 14                                  | 10       | 1             | 21                                 |
| Beer  | 17                                    | 5,549     | 383            |                             | 160                                 | 223      | 1             | 69                                 |
| Flowers and nursery stock                                   | 9                                     | 809       | 156            |                             | 42                                  | 56       | -             | 47                                 |
| Forest products (except lumber)                             | 8                                     | 748       | 117            |                             | 33                                  | 46       | 2             | 76                                 |
| Leather   | 5                                     | 156       | 27             |                             | 11                                  | 14       | -             | 42                                 |
| Leather goods   | 9                                     | 489       | 89             |                             | 33                                  | 47       | 1             | 95                                 |
| Newspapers and magazines                                    | 5                                     | 1,257     | 306            |                             | 208                                 | 247      | 6             | 124                                |
| Wines and spirituous liquors                                | 5                                     | 95        | 19             |                             | 6                                   | 9        | -             | 61                                 |
| Miscellaneous   | 22                                    | 3,156     | 963            |                             | 406                                 | 537      | 20            | 177                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| WITH STOCKS   | 314                                   | 150,402   | 24,947         | 16.6                        | 5,267                               | 10,637   | 76            | 12,350                             |
| Amusement and sporting goods                                | 8                                     | 2,813     | 590            | 21.0                        | 140                                 | 304      | 2             | 45                                 |
| Automotive products   | 22                                    | 10,363    | 1,749          | 16.9                        | 450                                 | 895      | 1             | 978                                |
| Chemicals   | 19                                    | 7,649     | 737            | 9.6                         | 160                                 | 305      | 1             | 788                                |
| Clothing and furnishings                                    | 5                                     | 1,059     | 85             | 7.8                         | 36                                  | 48       | 2             | 361                                |
| Drugs and drug sundries                                     | 4                                     | 3,546     | 872            | 24.6                        | 225                                 | 397      | -             | 756                                |
| Dry goods   | 3                                     | 254       | 41             | 16.1                        | 14                                  | 19       | -             | 23                                 |
| Electrical goods  | 27                                    | 27,663    | 5,291          | 19.1                        | 1,013                               | 2,426    | 1             | 3,075                              |
| Farm products—consumer goods                                | 6                                     | 2,906     | 511            | 17.6                        | 102                                 | 162      | -             | 124                                |
| Furniture and house furnishings                             | 11                                    | 2,440     | 261            | 10.7                        | 88                                  | 111      | 2             | 241                                |
| Groceries and foods (except farm products)                  | 61                                    | 29,034    | 4,985          | 17.2                        | 1,036                               | 1,752    | 9             | 927                                |
| Hardware  | 5                                     | 858       | 140            | 16.7                        | 58                                  | 75       | -             | 104                                |
| Lumber and building materials (other than metal)            | 15                                    | 8,328     | 805            | 9.7                         | 191                                 | 417      | 2             | 1,052                              |
| Machinery, equipment and supplies (except electrical)       | 84                                    | 12,983    | 2,480          | 19.1                        | 741                                 | 1,400    | 32            | 1,756                              |
| Metals (except scrap)                                       | 22                                    | 24,394    | 3,729          | 15.3                        | 323                                 | 1,162    | 6             | 6,308                              |
| Paper and its products                                      | 7                                     | 1,101     | 200            | 18.2                        | 88                                  | 120      | -             | 72                                 |
| Plumbing and heating equipment and supplies                 | 15                                    | 2,821     | 735            | 26.1                        | 169                                 | 292      | 5             | 478                                |
| Tobacco and its products (except leaf)                      | 4                                     | 3,151     | 477            | 15.1                        | 69                                  | 180      | -             | 270                                |
| All other kinds of business                                 | 20                                    | 9,059     | 1,265          | 13.9                        | 595                                 | 649      | 15            | 992                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MICHIGAN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             |                                     | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total    | Part-<br>time |                                    |
| <b>MANUFACTURERS' SALES BRANCHES (continued)</b>            |                                       |           |                |                             |                                     |          |               |                                    |
| <b>WITHOUT STOCKS</b>                                       | 185                                   | 98,918    | 4,375          | 4.4                         | 1,058                               | 2,466    | 59            | 22                                 |
| Amusement and sporting goods                                | 4                                     | 1,758     | 268            | 15.4                        | 84                                  | 142      | 1             | -                                  |
| Automotive products   | 10                                    | 4,942     | 159            | 2.8                         | 29                                  | 96       | -             | -                                  |
| Chemicals   | 4                                     | 615       | 149            | 24.3                        | 16                                  | 28       | -             | -                                  |
| Dry goods   | 7                                     | 879       | 65             | 7.4                         | 35                                  | 49       | -             | -                                  |
| Electrical goods  | 14                                    | 1,616     | 215            | 11.9                        | 50                                  | 161      | 1             | -                                  |
| Furniture and house furnishings                             | 4                                     | 279       | 26             | 9.3                         | 9                                   | 10       | -             | -                                  |
| Groceries and foods (except farm products)                  | 6                                     | 3,596     | 469            | 13.6                        | 142                                 | 241      | -             | -                                  |
| Lumber and building materials (other than metal)            | 8                                     | 14,110    | 265            | 1.9                         | 54                                  | 155      | -             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 50                                    | 7,876     | 738            | 9.7                         | 172                                 | 419      | 1             | -                                  |
| Metals (except scrap)                                       | 33                                    | 49,671    | 1,066          | 2.1                         | 198                                 | 624      | 36            | 22                                 |
| Paper and its products                                      | 7                                     | 1,870     | 79             | 5.0                         | 24                                  | 55       | -             | -                                  |
| Plumbing and heating equipment and supplies                 | 4                                     | 2,877     | 360            | 14.0                        | 98                                  | 195      | 6             | -                                  |
| All other kinds of business                                 | 14                                    | 9,553     | 516            | 5.4                         | 149                                 | 297      | -             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| <b>BROKERS</b>  | 40                                    | 41,084    | 531            | 1.3                         | 122                                 | 259      | 5             | 13                                 |
| Farm products-consumer goods                                | 5                                     | 833       | 31             | 3.7                         | 6                                   | 12       | -             | -                                  |
| Groceries and foods (except farm products)                  | 27                                    | 39,034    | 427            | 1.1                         | 100                                 | 191      | 3             | 10                                 |
| All other kinds of business                                 | 10                                    | 1,217     | 73             | 6.0                         | 16                                  | 36       | 2             | 3                                  |
| <b>COMMISSION MERCHANTS</b>                                 |                                       |           |                |                             |                                     |          |               |                                    |
| <b>COMMISSION MERCHANTS</b>                                 | 39                                    | 16,172    | 564            | 3.5                         | 218                                 | 761      | 7             | 64                                 |
| Farm products-raw materials                                 | 5                                     | 9,541     | 208            | 2.2                         | 81                                  | 165      | 2             | -                                  |
| Farm products-consumer goods                                | 22                                    | 5,694     | 292            | 5.1                         | 116                                 | 169      | 4             | 45                                 |
| All other kinds of business                                 | 12                                    | 937       | 64             | 6.8                         | 21                                  | 27       | 1             | 19                                 |
| <b>MANUFACTURERS' AGENTS</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| <b>MANUFACTURERS' AGENTS</b>                                | 162                                   | 28,156    | 1,112          | 3.9                         | 286                                 | 555      | 10            | 137                                |
| Automotive products   | 25                                    | 15,747    | 552            | 3.4                         | 48                                  | 140      | -             | 12                                 |
| Electrical goods  | 10                                    | 514       | 40             | 7.8                         | 17                                  | 20       | -             | 5                                  |
| Furniture and house furnishings                             | 5                                     | 839       | 29             | 3.5                         | 12                                  | 15       | 1             | -                                  |
| Groceries and foods (except farm products)                  | 4                                     | 220       | 9              | 4.1                         | 4                                   | 6        | -             | -                                  |
| Hardware  | 4                                     | 457       | 8              | 1.8                         | 2                                   | 5        | -             | -                                  |
| Lumber and building materials (other than metal)            | 7                                     | 274       | 16             | 5.8                         | 6                                   | 7        | -             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 68                                    | 8,011     | 475            | 5.9                         | 133                                 | 256      | 8             | 79                                 |
| Metals (except scrap)                                       | 14                                    | 2,255     | 92             | 4.1                         | 32                                  | 53       | -             | 28                                 |
| Paper and its products                                      | 6                                     | 313       | 42             | 13.4                        | 11                                  | 21       | -             | -                                  |
| Plumbing and heating equipment and supplies                 | 7                                     | 280       | 20             | 7.1                         | 9                                   | 14       | -             | 15                                 |
| All other kinds of business                                 | 14                                    | 1,266     | 49             | 3.9                         | 12                                  | 20       | 1             | 2                                  |
| <b>SELLING AGENTS</b>                                       |                                       |           |                |                             |                                     |          |               |                                    |
| <b>SELLING AGENTS</b>                                       | 22                                    | 12,494    | 454            | 3.5                         | 87                                  | 229      | 9             | 15                                 |
| Coal  | 7                                     | 3,048     | 186            | 6.1                         | 34                                  | 84       | 1             | -                                  |
| Metals (except scrap)                                       | 3                                     | 6,781     | 115            | 1.7                         | 22                                  | 74       | -             | -                                  |
| All other kinds of business                                 | 12                                    | 2,665     | 153            | 5.0                         | 31                                  | 71       | 8             | 16                                 |
| <b>OTHER AGENTS</b>   |                                       |           |                |                             |                                     |          |               |                                    |
| <b>OTHER AGENTS</b>   | 15                                    | 4,348     | 162            | 3.7                         | 73                                  | 90       | 6             | 27                                 |
| Furniture and house furnishings                             | 5                                     | 195       | 28             | 14.4                        | 15                                  | 14       | -             | 19                                 |
| All other kinds of business                                 | 10                                    | 4,153     | 134            | 3.2                         | 58                                  | 76       | 6             | 8                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MICHIGAN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| BULK TANK STATIONS (petroleum)                              | 51                                    | \$22,956  | \$5,658        | 15.9                        | 851                                 | \$1,275  | 15            | \$1,161                            |
| CHAIN STORE WAREHOUSES                                      | 4                                     | 59,342    | 2,540          | 6.4                         | 776                                 | 1,272    | -             | 1,352                              |
| COOPERATIVE MARKETING ASSOCIATIONS                          | 3                                     | 4,257     | 141            | 5.3                         | 41                                  | 37       | 3             | 8                                  |
| OTHER TYPES   | 5                                     | 7,670     | 128            | 1.7                         | 20                                  | 55       | -             | -                                  |
| <b>CITIES OF 100,000 POPULATION AND OVER.</b>               |                                       |           |                |                             |                                     |          |               |                                    |
| <b>FLINT</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 135                                   | 22,209    | 3,185          | 14.3                        | 1,001                               | 1,570    | 59            | 1,705                              |
| Wholesalers proper  | 95                                    | 10,860    | 2,452          | 22.6                        | 778                                 | 1,014    | 57            | 1,565                              |
| Manufacturers' sales branches                               | 18                                    | 1,044     | 209            | 20.0                        | 78                                  | 109      | 1             | 54                                 |
| Agents and brokers  | 6                                     | 772       | 28             | 3.6                         | 9                                   | 9        | -             | 1                                  |
| All other types 1/  | 14                                    | 9,533     | 496            | 5.2                         | 136                                 | 238      | 1             | 265                                |
| <b>WHOLESALESALES PROPER</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 10                                    | 519       | 187            | 36.0                        | 71                                  | 118      | 3             | 225                                |
| Electrical goods  | 6                                     | 307       | 46             | 15.0                        | 15                                  | 22       | -             | 52                                 |
| Farm products-consumer goods                                | 8                                     | 3,069     | 1,019          | 33.2                        | 237                                 | 290      | 8             | 86                                 |
| Groceries and foods (except farm products)                  | 18                                    | 2,149     | 345            | 16.1                        | 144                                 | 165      | 1             | 201                                |
| Machinery, equipment and supplies (except electrical)       | 7                                     | 405       | 95             | 23.1                        | 52                                  | 50       | -             | 77                                 |
| Petroleum and its products                                  | 4                                     | 420       | 63             | 15.0                        | 20                                  | 27       | -             | 18                                 |
| Plumbing and heating equipment and supplies                 | 3                                     | 137       | 53             | 24.1                        | 9                                   | 8        | -             | 88                                 |
| Tobacco and its products (except leaf)                      | 5                                     | 1,127     | 77             | 6.8                         | 30                                  | 46       | -             | 70                                 |
| Waste materials   | 5                                     | 205       | 51             | 24.9                        | 23                                  | 26       | 2             | 34                                 |
| All other kinds of business 2/                              | 31                                    | 2,524     | 538            | 21.3                        | 177                                 | 261      | 25            | 556                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 7                                     | 854       | 124            | 14.9                        | 45                                  | 67       | 1             | 17                                 |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 75        | 25             | 34.2                        | 14                                  | 14       | -             | 15                                 |
| All other kinds of business 3/                              | 7                                     | 137       | 60             | 43.8                        | 19                                  | 28       | -             | 24                                 |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (except electrical)       | 3                                     | 91        | 3              | 3.3                         | -                                   | -        | -             | -                                  |
| All other kinds of business 4/                              | 3                                     | 681       | 25             | 3.7                         | 9                                   | 9        | -             | 1                                  |
| <b>GRAND RAPIDS</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 306                                   | 54,066    | 6,616          | 12.2                        | 2,164                               | 3,118    | 94            | 4,827                              |
| Wholesalers proper  | 205                                   | 21,219    | 3,723          | 17.5                        | 1,403                               | 1,804    | 85            | 3,476                              |
| Manufacturers' sales branches                               | 50                                    | 6,311     | 1,007          | 16.0                        | 354                                 | 525      | 5             | 641                                |
| Agents and brokers  | 30                                    | 3,660     | 144            | 3.9                         | 40                                  | 72       | 2             | 29                                 |
| All other types   | 21                                    | 22,876    | 1,742          | 7.6                         | 587                                 | 717      | 2             | 681                                |
| <b>WHOLESALESALES PROPER</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 25                                    | 1,085     | 551            | 50.5                        | 189                                 | 165      | 10            | 552                                |
| Chemicals   | 4                                     | 529       | 115            | 21.5                        | 55                                  | 48       | -             | 44                                 |
| Clothing and furnishings                                    | 3                                     | 85        | 41             | 48.2                        | 7                                   | 8        | 1             | 12                                 |
| Coal  | 5                                     | 219       | 18             | 6.9                         | 5                                   | 7        | 1             | 1                                  |
| Drugs and drug sundries                                     | 5                                     | 2,345     | 310            | 13.2                        | 111                                 | 194      | 2             | 374                                |
| Dry goods   | 5                                     | 541       | 126            | 23.3                        | 79                                  | 61       | -             | 116                                |
| Electrical goods  | 10                                    | 714       | 124            | 17.4                        | 41                                  | 62       | 6             | 128                                |
| Farm products-consumer goods                                | 27                                    | 4,459     | 450            | 9.6                         | 140                                 | 173      | 19            | 284                                |
| Farm supplies   | 4                                     | 438       | 127            | 29.0                        | 32                                  | 53       | 5             | 150                                |



## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MICHIGAN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information was withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALES PROPER (continued)</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Furniture and house furnishings                             | 7                                     | \$422     | 110            | 26.1                        | 41                                  | 54       | 1             | 119                                |
| Groceries and foods (except farm products)                  | 25                                    | 2,624     | 355            | 12.8                        | 148                                 | 187      | 3             | 243                                |
| Hardware  | 3                                     | 747       | 157            | 21.0                        | 65                                  | 95       | 2             | 311                                |
| Jewelry and optical goods                                   | 4                                     | 89        | 55             | 61.8                        | 20                                  | 25       | -             | 11                                 |
| Lumber and building materials (other than metal)            | 11                                    | 919       | 150            | 16.3                        | 48                                  | 94       | 5             | 214                                |
| Machinery, equipment and supplies (except electrical)       | 31                                    | 1,135     | 361            | 31.9                        | 130                                 | 167      | 14            | 436                                |
| Paper and its products                                      | 6                                     | 1,284     | 259            | 20.2                        | 90                                  | 134      | -             | 250                                |
| Petroleum and its products                                  | 3                                     | 402       | 82             | 20.4                        | 37                                  | 13       | 1             | 11                                 |
| Plumbing and heating equipment and supplies                 | 3                                     | 122       | 59             | 48.4                        | 19                                  | 26       | 2             | 61                                 |
| Waste materials   | 12                                    | 1,117     | 245            | 22.0                        | 84                                  | 105      | 11            | 121                                |
| All other kinds of business 5/                              | 20                                    | 2,104     | 285            | 13.6                        | 112                                 | 132      | 4             | 228                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 4                                     | 477       | 83             | 17.4                        | 20                                  | 41       | -             | 50                                 |
| Furniture and house furnishings                             | 4                                     | 216       | 27             | 12.5                        | 5                                   | 17       | 1             | 5                                  |
| Groceries and foods (except farm products)                  | 10                                    | 1,515     | 264            | 17.4                        | 97                                  | 146      | -             | 28                                 |
| Lumber and building materials (other than metal)            | 4                                     | 350       | 68             | 20.6                        | 25                                  | 38       | 2             | 41                                 |
| Machinery, equipment and supplies (except electrical)       | 10                                    | 1,083     | 251            | 23.2                        | 83                                  | 143      | 1             | 358                                |
| All other kinds of business 6/                              | 18                                    | 2,490     | 314            | 11.7                        | 104                                 | 140      | 1             | 169                                |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 5                                     | 315       | 28             | 8.9                         | 10                                  | 13       | -             | 5                                  |
| Groceries and foods (except farm products)                  | 5                                     | 890       | 7              | .8                          | 2                                   | 2        | -             | -                                  |
| Lumber and building materials (other than metal)            | 8                                     | 1,020     | 28             | 2.7                         | 5                                   | 9        | 1             | 10                                 |
| Machinery, equipment and supplies (except electrical)       | 7                                     | 809       | 21             | 10.0                        | 7                                   | 9        | 1             | 4                                  |
| All other kinds of business 7/                              | 9                                     | 1,226     | 60             | 4.9                         | 16                                  | 39       | -             | 12                                 |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 3                                     | 18,976    | 1,181          | 6.2                         | 224                                 | 440      | 1             | 441                                |
| Petroleum and its products                                  | 12                                    | 1,985     | 462            | 23.3                        | 156                                 | 281      | 1             | 96                                 |
| All other kinds of business 8/                              | 6                                     | 1,915     | 99             | 5.2                         | 27                                  | 56       | -             | 144                                |
| <b>CITIES OF 50,000 TO 100,000 POPULATION.</b>              |                                       |           |                |                             |                                     |          |               |                                    |
| <b>NEARBY</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 16                                    | 1,742     | 236            | 13.6                        | 65                                  | 101      | 10            | 269                                |
| Wholesalers proper  | 13                                    | 1,552     | 200            | 12.9                        | 60                                  | 84       | 10            | 252                                |
| All other types 9/  | 3                                     | 190       | 56             | 18.9                        | 5                                   | 17       | -             | 7                                  |
| <b>WHOLESALES PROPER</b>                                    |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 4                                     | 364       | 55             | 15.1                        | 20                                  | 25       | 4             | 38                                 |
| Lumber and building materials (other than metal)            | 5                                     | 388       | 70             | 18.0                        | 10                                  | 19       | 6             | 115                                |
| All other kinds of business 10/                             | 6                                     | 800       | 75             | 9.4                         | 30                                  | 42       | -             | 109                                |

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## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MICHIGAN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of<br>year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|---------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                       |
| <b>HAMTRAWK</b>   | 36                                    | \$4,928   | \$485          | 9.8                         | 189                                 | \$265    | \$2           | \$556                                 |
| Wholesalers proper  | 35                                    | 4,650     | 440            | 9.5                         | 176                                 | 245      | 2             | 244                                   |
| Manufacturers' sales branches <u>11/</u>                    | 5                                     | 298       | 45             | 15.1                        | 13                                  | 20       | -             | 112                                   |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                       |
| Farm products—consumer goods                                | 6                                     | 121       | 13             | 10.7                        | 7                                   | 6        | -             | 2                                     |
| Groceries and foods (except farm products)                  | 18                                    | 2,467     | 250            | 10.1                        | 105                                 | 122      | 1             | 82                                    |
| Tobacco and its products (except leaf)                      | 5                                     | 395       | 25             | 7.7                         | 14                                  | 15       | -             | 40                                    |
| All other kinds of business <u>12/</u>                      | 6                                     | 1,717     | 152            | 8.9                         | 50                                  | 102      | 1             | 120                                   |
| <b>HIGHLAND PARK <u>13/</u></b>                             | 19                                    | 670       | 75             | 11.2                        | 55                                  | 52       | 2             | 48                                    |
| Automotive products   | 5                                     | 61        | 22             | 36.1                        | 11                                  | 14       | 1             | 18                                    |
| Groceries and foods (except farm products)                  | 5                                     | 83        | 12             | 14.5                        | 5                                   | 6        | -             | 3                                     |
| Tobacco and its products (except leaf)                      | 4                                     | 300       | 8              | 2.7                         | 5                                   | 5        | -             | 9                                     |
| All other kinds of business                                 | 7                                     | 226       | 33             | 14.6                        | 16                                  | 27       | 1             | 18                                    |
| <b>JACKSON</b>  | 71                                    | 5,986     | 1,156          | 19.2                        | 427                                 | 526      | 17            | 1,123                                 |
| Wholesalers proper  | 49                                    | 4,201     | 858            | 20.4                        | 344                                 | 402      | 16            | 995                                   |
| Manufacturers' sales branches                               | 9                                     | 564       | 85             | 15.1                        | 27                                  | 40       | -             | 29                                    |
| All other types <u>14/</u>                                  | 13                                    | 1,221     | 193            | 15.8                        | 56                                  | 84       | 1             | 101                                   |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                       |
| Automotive products   | 8                                     | 581       | 156            | 40.9                        | 58                                  | 64       | 1             | 124                                   |
| Electrical goods  | 3                                     | 180       | 31             | 23.8                        | 16                                  | 17       | 7             | 32                                    |
| Farm products—consumer goods                                | 4                                     | 250       | 65             | 23.2                        | 24                                  | 26       | -             | 10                                    |
| Groceries and foods (except farm products)                  | 9                                     | 990       | 170            | 17.2                        | 64                                  | 66       | -             | 155                                   |
| Paper and its products                                      | 3                                     | 108       | 54             | 51.5                        | 15                                  | 21       | -             | 24                                    |
| Waste materials   | 3                                     | 110       | 18             | 16.4                        | 8                                   | 8        | 1             | 53                                    |
| All other kinds of business <u>15/</u>                      | 19                                    | 2,282     | 384            | 17.4                        | 161                                 | 200      | 7             | 655                                   |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                       |
| Groceries and foods (except farm products)                  | 4                                     | 525       | 39             | 12.1                        | 15                                  | 22       | -             | 9                                     |
| All other kinds of business <u>16/</u>                      | 5                                     | 241       | 46             | 19.1                        | 12                                  | 18       | -             | 20                                    |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                       |
| Petroleum and its products                                  | 9                                     | 993       | 174            | 17.5                        | 81                                  | 77       | -             | 95                                    |
| All other kinds of business <u>17/</u>                      | 4                                     | 228       | 19             | 8.3                         | 5                                   | 7        | 1             | 6                                     |
| <b>KALAMAZOO</b>  | 109                                   | 12,572    | 2,414          | 19.5                        | 946                                 | 1,958    | 37            | 1,581                                 |
| Wholesalers proper  | 81                                    | 10,372    | 2,008          | 19.4                        | 767                                 | 1,121    | 56            | 1,417                                 |
| Manufacturers' sales branches                               | 11                                    | 637       | 146            | 22.9                        | 65                                  | 79       | -             | 87                                    |
| Agents and brokers  | 8                                     | 374       | 12             | 3.2                         | -                                   | -        | -             | -                                     |
| All other types <u>18/</u>                                  | 9                                     | 989       | 248            | 25.1                        | 114                                 | 165      | 1             | 77                                    |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                       |
| Automotive products   | 10                                    | 455       | 131            | 28.8                        | 56                                  | 74       | 3             | 165                                   |
| Electrical goods  | 4                                     | 121       | 19             | 15.7                        | 9                                   | 10       | -             | 14                                    |
| Farm products—consumer goods                                | 12                                    | 544       | 123            | 22.6                        | 46                                  | 49       | 4             | 54                                    |
| Groceries and foods (except farm products)                  | 15                                    | 2,891     | 373            | 12.9                        | 128                                 | 173      | -             | 362                                   |
| Lumber and building materials (other than metal)            | 3                                     | 144       | 20             | 13.9                        | 10                                  | 12       | 1             | 36                                    |

## WHOLESALE DISTRIBUTION: 1933

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALESAERS PROPER (continued)</b>                    |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (except electrical)       | 8                                     | \$479     | \$104          | 21.7                        | 19                                  | \$47     | 16            | \$187                              |
| Paper and its products                                      | 5                                     | 825       | 154            | 18.7                        | 55                                  | 75       | -             | 158                                |
| Petroleum and its products                                  | 3                                     | 87        | 24             | 26.6                        | 10                                  | 18       | -             | 9                                  |
| Waste materials   | 6                                     | 1,131     | 152            | 13.4                        | 108                                 | 96       | 8             | 81                                 |
| All other kinds of business 19/                             | 17                                    | 3,697     | 908            | 24.6                        | 326                                 | 567      | 4             | 371                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 6                                     | 389       | 80             | 20.6                        | 50                                  | 41       | -             | 8                                  |
| All other kinds of business 20/                             | 5                                     | 248       | 66             | 26.6                        | 56                                  | 58       | -             | 79                                 |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (except electrical)       | 5                                     | 120       | 8              | 6.7                         | -                                   | -        | -             | -                                  |
| All other kinds of business 21/                             | 3                                     | 254       | 4              | 1.6                         | -                                   | -        | -             | -                                  |
| <b>LANSING</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 134                                   | 11,677    | 2,174          | 18.6                        | 824                                 | 1,028    | 26            | 1,452                              |
| <b>Wholesalers proper</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Manufacturers' sales branches                               | 94                                    | 7,086     | 1,186          | 16.7                        | 471                                 | 557      | 27            | 983                                |
| Agents and brokers 22/                                      | 19                                    | 2,256     | 459            | 19.5                        | 162                                 | 221      | 6             | 370                                |
| All other types   | 7                                     | 451       | 45             | 10.0                        | 16                                  | 24       | -             | 24                                 |
|   | 14                                    | 1,884     | 304            | 26.8                        | 179                                 | 226      | 3             | 126                                |
| <b>WHOLESALESAERS PROPER</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 15                                    | 506       | 111            | 21.9                        | 54                                  | 65       | 1             | 160                                |
| Chemicals   | 4                                     | 138       | 31             | 22.5                        | 15                                  | 15       | 1             | 23                                 |
| Electrical goods  | 4                                     | 179       | 32             | 17.9                        | 12                                  | 15       | 1             | 62                                 |
| Farm products-consumer goods                                | 3                                     | 235       | 29             | 12.4                        | 16                                  | 9        | -             | 7                                  |
| Groceries and foods (except farm products)                  | 21                                    | 1,616     | 184            | 11.4                        | 77                                  | 97       | 1             | 188                                |
| Lumber and building materials (other than metal)            | 7                                     | 188       | 76             | 40.4                        | 22                                  | 31       | 8             | 40                                 |
| Machinery, equipment and supplies (except electrical)       | 8                                     | 506       | 109            | 55.6                        | 52                                  | 65       | 3             | 78                                 |
| Paper and its products                                      | 4                                     | 618       | 152            | 21.4                        | 41                                  | 68       | -             | 95                                 |
| Petroleum and its products                                  | 7                                     | 112       | 35             | 31.3                        | 8                                   | 9        | -             | 9                                  |
| Waste materials   | 4                                     | 645       | 128            | 19.9                        | 71                                  | 51       | 3             | 55                                 |
| All other kinds of business 23/                             | 17                                    | 2,547     | 519            | 12.5                        | 125                                 | 153      | 9             | 298                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 8                                     | 1,229     | 187            | 15.2                        | 58                                  | 90       | 4             | 33                                 |
| Machinery, equipment and supplies (except electrical)       | 8                                     | 705       | 181            | 25.7                        | 64                                  | 94       | 2             | 310                                |
| All other kinds of business 24/                             | 3                                     | 322       | 71             | 22.0                        | 40                                  | 37       | -             | 27                                 |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 10                                    | 1,119     | 229            | 20.5                        | 75                                  | 102      | 2             | 95                                 |
| All other kinds of business 25/                             | 4                                     | 765       | 275            | 36.9                        | 100                                 | 124      | 1             | 31                                 |
| <b>PORTIAC</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 49                                    | 3,626     | 618            | 17.0                        | 212                                 | 285      | 7             | 565                                |
| <b>Wholesalers proper</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Manufacturers' sales branches 26/                           | 31                                    | 2,426     | 325            | 13.4                        | 155                                 | 167      | 6             | 267                                |
| All other types 27/   | 6                                     | 174       | 72             | 41.4                        | 22                                  | 29       | -             | 10                                 |
|   | 12                                    | 1,026     | 221            | 21.5                        | 55                                  | 89       | 1             | 96                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MICHIGAN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALESAERS PROPER</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 8                                     | \$126     | \$44           | 34.9                        | 21                                  | \$24     | \$2           | \$87                               |
| Farm products—consumer goods                                | 3                                     | 137       | 13             | 9.5                         | 7                                   | 4        | —             | 1                                  |
| Groceries and foods (except farm products)                  | 5                                     | 1,035     | 74             | 7.1                         | 31                                  | 41       | 1             | 118                                |
| Petroleum and its products                                  | 3                                     | 236       | 42             | 17.8                        | 11                                  | 12       | —             | 9                                  |
| All other kinds of business 28/                             | 12                                    | 892       | 162            | 17.0                        | 65                                  | 86       | 5             | 92                                 |
| <b>SAGINAW</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 96                                    | 13,149    | 1,762          | 13.4                        | 673                                 | 892      | 28            | 1,776                              |
| Wholesalers proper  | 59                                    | 8,075     | 1,294          | 16.0                        | 497                                 | 651      | 20            | 1,546                              |
| Manufacturers' sales branches                               | 14                                    | 1,168     | 234            | 20.0                        | 90                                  | 122      | —             | 68                                 |
| Agents and brokers 29/                                      | 4                                     | 2,661     | 18             | 0.7                         | 9                                   | 10       | —             | 9                                  |
| All other types   | 19                                    | 1,245     | 216            | 17.3                        | 77                                  | 109      | 8             | 153                                |
| <b>WHOLESALESAERS PROPER</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 5                                     | 347       | 103            | 29.7                        | 34                                  | 42       | 1             | 51                                 |
| Electrical goods  | 4                                     | 773       | 168            | 21.7                        | 71                                  | 85       | —             | 214                                |
| Farm products—consumer goods                                | 9                                     | 871       | 188            | 21.6                        | 67                                  | 65       | 2             | 22                                 |
| Groceries and foods (except farm products)                  | 14                                    | 3,546     | 316            | 8.9                         | 143                                 | 210      | 6             | 606                                |
| Machinery, equipment and supplies (except electrical)       | 3                                     | 134       | 29             | 21.6                        | 10                                  | 16       | —             | 35                                 |
| Waste materials   | 4                                     | 299       | 83             | 27.8                        | 42                                  | 55       | 5             | 45                                 |
| All other kinds of business 30/                             | 20                                    | 2,105     | 407            | 19.3                        | 130                                 | 198      | 6             | 577                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 7                                     | 901       | 144            | 16.0                        | 58                                  | 76       | —             | 20                                 |
| All other kinds of business 31/                             | 7                                     | 267       | 90             | 33.7                        | 32                                  | 46       | —             | 48                                 |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 13                                    | 692       | 167            | 24.1                        | 64                                  | 87       | 2             | 94                                 |
| All other kinds of business 32/                             | 6                                     | 553       | 49             | 8.9                         | 13                                  | 22       | 6             | 59                                 |
| <b>CITIES OF 20,000 TO 50,000 POPULATION</b>                |                                       |           |                |                             |                                     |          |               |                                    |
| <b>ANN ARBOR</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 48                                    | 2,527     | 505            | 20.0                        | 173                                 | 248      | 4             | 348                                |
| Wholesalers proper  | 34                                    | 1,611     | 334            | 20.7                        | 123                                 | 165      | 3             | 259                                |
| All other types   | 14                                    | 916       | 171            | 18.7                        | 50                                  | 83       | 1             | 89                                 |
| Farm products—consumer goods                                | 7                                     | 218       | 48             | 22.0                        | 17                                  | 19       | 1             | —                                  |
| Groceries and foods (except farm products)                  | 11                                    | 1,058     | 143            | 13.8                        | 52                                  | 58       | 1             | 140                                |
| Petroleum and its products                                  | 10                                    | 622       | 136            | 21.9                        | 37                                  | 65       | 1             | 79                                 |
| All other kinds of business                                 | 20                                    | 649       | 178            | 27.4                        | 67                                  | 106      | 1             | 129                                |
| <b>BATTLE CREEK</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 53                                    | 4,547     | 1,089          | 23.9                        | 308                                 | 417      | 11            | 342                                |
| Wholesalers proper  | 40                                    | 2,538     | 692            | 27.3                        | 200                                 | 247      | 10            | 262                                |
| All other types   | 13                                    | 2,009     | 397            | 19.8                        | 108                                 | 170      | 1             | 80                                 |
| Farm products—raw materials                                 | 2                                     | 366       | 19             | 5.2                         | 10                                  | 10       | 1             | 7                                  |
| Farm products—consumer goods                                | 7                                     | 714       | 215            | 30.1                        | 67                                  | 86       | 2             | 20                                 |
| Groceries and foods (except farm products)                  | 9                                     | 559       | 52             | 9.3                         | 23                                  | 25       | 1             | 26                                 |
| Petroleum and its products                                  | 7                                     | 978       | 239            | 24.4                        | 72                                  | 99       | —             | 55                                 |
| All other kinds of business                                 | 28                                    | 1,930     | 564            | 29.2                        | 136                                 | 197      | 7             | 254                                |
| <b>BAY CITY</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 55                                    | 6,435     | 1,099          | 16.9                        | 418                                 | 557      | 1             | 1,069                              |
| Wholesalers proper  | 45                                    | 6,131     | 1,029          | 16.8                        | 391                                 | 518      | 1             | 1,021                              |
| All other types   | 10                                    | 304       | 70             | 19.8                        | 27                                  | 39       | —             | 48                                 |



## WHOLESALE DISTRIBUTION: 1933

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Business

Table 2B.—STATE OF MICHIGAN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information of an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| LUDINGTON   | 17                                    | \$1,003   | \$157          | 15.7                        | 77                                  | \$22     | \$4           | \$229                              |
| MANISTEE  | 18                                    | 890       | 171            | 19.2                        | 49                                  | 76       | 3             | 64                                 |
| MANISTIQUE  | 12                                    | 487       | 78             | 16.0                        | 31                                  | 40       | 2             | 44                                 |
| MARQUETTE   | 54                                    | 2,951     | 465            | 15.8                        | 156                                 | 206      | 6             | 469                                |
| MARSHALL  | 10                                    | 319       | 40             | 12.5                        | 14                                  | 19       | 1             | 55                                 |
| MCHOMIEE  | 16                                    | 2,789     | 480            | 17.2                        | 127                                 | 223      | 2             | 780                                |
| MIDLAND   | 13                                    | 579       | 127            | 21.9                        | 48                                  | 58       | 5             | 71                                 |
| NEEDHAM   | 25                                    | 1,010     | 161            | 15.9                        | 55                                  | 75       | 4             | 105                                |
| MOUNT CLEMENS   | 14                                    | 1,038     | 135            | 12.5                        | 47                                  | 64       | 1             | 104                                |
| MOUNT PLEASANT  | 23                                    | 2,094     | 184            | 8.8                         | 69                                  | 92       | 4             | 261                                |
| MUSKOGON HEIGHTS  | 9                                     | 317       | 78             | 24.6                        | 15                                  | 30       | 2             | 6                                  |
| NEGAUNEE  | 8                                     | 321       | 54             | 16.8                        | 27                                  | 51       | -             | 25                                 |
| NILES   | 10                                    | 377       | 65             | 17.2                        | 24                                  | 29       | 1             | 57                                 |
| OWOSSO  | 18                                    | 831       | 136            | 16.4                        | 47                                  | 64       | 3             | 75                                 |
| PETOSKEY  | 15                                    | 1,288     | 222            | 17.2                        | 79                                  | 98       | 4             | 232                                |
| RIVER ROUGE   | 3                                     | 191       | 14             | 7.3                         | 4                                   | 6        | -             | 7                                  |
| ROSEVILLE   | 2                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| ST. JOSEPH  | 15                                    | 1,958     | 237            | 12.1                        | 60                                  | 82       | 4             | 244                                |
| SAULT STE. MARIE  | 22                                    | 2,217     | 351            | 14.9                        | 144                                 | 193      | 3             | 463                                |
| STURGIS   | 17                                    | 1,429     | 185            | 12.8                        | 69                                  | 99       | 5             | 233                                |
| TERRI RIVERS  | 7                                     | 220       | 58             | 14.5                        | 8                                   | 11       | 1             | 42                                 |
| TRAVELERS CITY  | 25                                    | 2,049     | 359            | 16.5                        | 118                                 | 152      | 6             | 250                                |
| TPSILAWTI   | 18                                    | 556       | 116            | 32.6                        | 34                                  | 55       | 6             | 34                                 |

- 1/ Includes 2 establishments dealing in groceries and foods (except farm products); and 12 in petroleum and its products.
- 2/ Includes 1 establishment dealing in amusement and sporting goods; 1 in chemicals; 1 in coal; 2 in dry goods; 2 in farm supplies; 1 in furniture and house furnishings; 1 in hardware; 2 in jewelry and optical goods; 1 in lumber and building materials (other than metal); 2 in paper and its products; and 17 in all other products.
- 3/ Includes 1 establishment dealing in automotive products; 2 in lumber and building materials (other than metal); 1 in metals (except scrap); 1 in plumbing and heating equipment and supplies; and 2 in all other products.
- 4/ Includes 1 establishment dealing in groceries and foods (except farm products); 1 in lumber and building materials (other than metal); and 1 in metals (except scrap).
- 5/ Includes 1 establishment dealing in amusement and sporting goods; 2 in farm products—raw materials; 1 in metals (except scrap); 2 in tobacco and its products; (except leaf); and 14 in all other products.
- 6/ Includes 1 establishment dealing in chemicals; 1 in clothing and furnishings; 1 in dry goods; 2 in electrical goods; 1 in farm products—consumer goods; 1 in jewelry and optical goods; 1 in metals (except scrap); 2 in plumbing and heating equipment and supplies; 2 in tobacco and its products (except leaf); and 6 in all other products.
- 7/ Includes 2 establishments dealing in chemicals; 1 in coal; 1 in drugs and drug sundries; 1 in dry goods; 1 in furniture and house furnishings; 1 in general merchandise; 1 in metals (except scrap); and 1 in paper and its products.
- 8/ Includes 1 establishment dealing in drugs and drug sundries; 4 in farm products—consumer goods; and 1 in farm supplies.
- 9/ Includes 1 manufacturers' sales branch dealing in chemicals. Also includes 1 agent dealing in chemicals; and 1 all other types dealing in petroleum and its products.
- 10/ Includes 1 establishment dealing in electrical goods; 2 in groceries and foods (except farm products); 1 in petroleum and its products; 1 in tobacco (except leaf); and 1 in all other products.
- 11/ Includes 2 establishments dealing in chemicals; and 1 in groceries and foods (except farm products).
- 12/ Includes 1 establishment dealing in automotive products; 1 in machinery equipment, and supplies (except electrical); 2 in waste materials; and 4 in all other products.
- 13/ Includes 17 wholesalers proper; 3 in automotive products; 1 in chemicals; 1 in farm products—consumer goods; 1 in furniture and house furnishings; 5 in groceries and foods (except farm products); 1 in plumbing and heating equipment and supplies; 4 in tobacco and its products (except leaf); and 1 in all other products. Also includes 1 manufacturers' sales branch and 1 agent, both dealing in all other products.
- 14/ Includes 1 agent.
- 15/ Includes 2 establishments dealing in chemicals; 1 in coal; 1 in farm products—raw materials; 2 in farm supplies; 1 in furniture and house furnishings; 1 in hardware; 2 in lumber and building materials (other than metal); 2 in machinery, equipment and supplies (except electrical); 2 in petroleum and its products; 1 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 5 in all other products.
- 16/ Includes 1 establishment dealing in chemicals; 1 in electrical goods; 2 in machinery, equipment and supplies (except electrical); and 1 in plumbing and heating equipment and supplies.
- 17/ Includes 1 agent dealing in farm supplies. Also includes 1 all other type dealing in farm products—raw materials; and 2 in farm products—consumer goods.



## WHOLESALE DISTRIBUTION: 1933

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Table 3.—STATE OF MICHIGAN RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales   | TOTAL EXPENSES    |                   | RECEIPTS FROM—       |                                  |                          |               |                          |                 |
|---|--------------------------|-------------------|-------------------|-------------------|----------------------|----------------------------------|--------------------------|---------------|--------------------------|-----------------|
|   |                          |                   | Amount            | Per cent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental             |               | Other sources            |                 |
|   |                          |                   |                   |                   |                      |                                  | Number of establishments | Amount        | Number of establishments | Amount          |
| <b>Total for State</b>                                | <b>5,803</b>             | <b>\$ 896,562</b> | <b>\$ 114,079</b> | <b>12.7</b>       | <b>\$97,767</b>      | <b>\$ 2,350</b>                  | <b>41</b>                | <b>\$ 462</b> | <b>88</b>                | <b>\$ 5,523</b> |
| Amusement and sporting goods                          | 46                       | 5,612             | 1,251             | 21.6              | 1,551                | 130                              | 2                        | 344           | 13                       | 3,787           |
| Automotive products                                   | 365                      | 48,217            | 6,828             | 14.2              | 47,011               | 1,188                            | 2                        | 9             | 5                        | 9               |
| Chemicals   | 90                       | 15,874            | 2,541             | 16.0              | 15,348               | 22                               | 1                        | 1             | 1                        | 5               |
| Clothing and furnishings                              | 80                       | 4,067             | 811               | 15.0              | 4,015                | 35                               | -                        | -             | 2                        | 17              |
| Coal  | 56                       | 12,399            | 1,411             | 11.4              | 12,345               | 46                               | 1                        | 1             | 1                        | 7               |
| Drugs and drug sundries                               | 47                       | 21,595            | 3,418             | 15.8              | 21,594               | -                                | 1                        | 1             | -                        | -               |
| Dry goods   | 59                       | 11,753            | 1,463             | 12.4              | 11,753               | -                                | -                        | -             | -                        | -               |
| Electrical goods                                      | 155                      | 40,538            | 7,863             | 19.4              | 39,954               | 577                              | -                        | -             | 4                        | 7               |
| Farm products—raw materials                           | 343                      | 36,711            | 2,789             | 7.6               | 36,564               | 111                              | 1                        | 30            | 1                        | 6               |
| Farm products—consumer goods                          | 714                      | 84,261            | 10,637            | 12.6              | 84,162               | 66                               | 3                        | 4             | 10                       | 29              |
| Farm supplies   | 92                       | 10,268            | 2,856             | 27.8              | 10,219               | 30                               | -                        | -             | 2                        | 19              |
| Furniture and house furnishings                       | 80                       | 7,963             | 1,180             | 14.4              | 7,962                | 1                                | -                        | -             | -                        | -               |
| Groceries and foods (except farm products)            | 1,066                    | 227,751           | 21,787            | 9.6               | 227,664              | -                                | 5                        | 18            | 14                       | 49              |
| Hardware  | 53                       | 11,251            | 2,129             | 18.9              | 10,562               | 3                                | -                        | -             | 3                        | 666             |
| Jewelry and optical goods                             | 53                       | 1,924             | 864               | 44.5              | 1,886                | 15                               | -                        | -             | 1                        | 23              |
| Lumber and building materials (other than metal)      | 139                      | 31,628            | 2,870             | 9.1               | 31,603               | 18                               | 3                        | 4             | 2                        | 3               |
| Machinery, equipment and supplies (except electrical) | 507                      | 47,905            | 8,859             | 18.5              | 46,961               | 402                              | 7                        | 13            | 14                       | 529             |
| Metals (except scrap)                                 | 107                      | 91,504            | 6,271             | 6.9               | 91,483               | 19                               | -                        | -             | 1                        | 2               |
| Paper and its products                                | 108                      | 15,649            | 2,792             | 17.8              | 15,617               | -                                | -                        | -             | 4                        | 32              |
| Petroleum and its products                            | 970                      | 82,798            | 14,278            | 17.2              | 82,661               | 66                               | 13                       | 31            | 3                        | 20              |
| Plumbing and heating equipment and supplies           | 88                       | 10,425            | 2,256             | 21.7              | 10,124               | 20                               | -                        | -             | 2                        | 281             |
| Tobacco and its products (except leaf)                | 120                      | 37,064            | 2,152             | 5.8               | 37,055               | 2                                | 1                        | 5             | 2                        | 2               |
| Waste materials                                       | 172                      | 11,909            | 1,854             | 15.4              | 11,887               | 21                               | -                        | -             | 1                        | 1               |
| All other kinds of business                           | 325                      | 27,816            | 5,157             | 18.5              | 27,746               | 38                               | 1                        | 1             | 2                        | 31              |

1/ Includes 12 exchanges dealing in motion picture films with income from film rentals \$5,786,000.00.

2/ Includes 5 establishments dealing in machinery equipment and supplies with receipts from machine rentals amounting to \$600,000.00.



## WHOLESALE DISTRIBUTION: 1933

Census of American Business  
Table 4.—STATE OF MICHIGAN CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS  
For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |                  | ESTABLISHMENTS REPORTING CREDIT SALES |                                       |                  |                                       |                  | Total Expenses   |             |                  |             |
|---|--------------------|------------------|---------------------------------------|---------------------------------------|------------------|---------------------------------------|------------------|------------------|-------------|------------------|-------------|
|   | Number             | Net sales        | Number                                | Percent of total for kind of business | Net sales        | Percent of total for kind of business | Credit sales     |                  | Amount      | Percent of sales |             |
|   |                    |                  |                                       |                                       |                  |                                       | Amount           | Percent of sales |             |                  |             |
| <b>Total for State</b>                    | <b>5,805</b>       | <b>\$896,592</b> | <b>3,934</b>                          | <b>67.8</b>                           | <b>\$661,723</b> | <b>73.5</b>                           | <b>\$513,002</b> | <b>77.5</b>      | <b>57.2</b> | <b>\$89,844</b>  | <b>13.6</b> |
| <b>WHOLESALESA PROPER</b>                 |                    |                  |                                       |                                       |                  |                                       |                  |                  |             |                  |             |
| <b>Total</b>                              | <b>3,290</b>       | <b>323,812</b>   | <b>2,099</b>                          | <b>63.8</b>                           | <b>263,518</b>   | <b>81.4</b>                           | <b>184,876</b>   | <b>70.2</b>      | <b>57.1</b> | <b>47,269</b>    | <b>17.9</b> |
| Amusement and sporting goods              | 32                 | 1,255            | 17                                    | 53.1                                  | 794              | 63.3                                  | 598              | 74.1             | 46.9        | 251              | 31.6        |
| Automotive products                       | 299                | 18,225           | 212                                   | 72.2                                  | 15,815           | 75.8                                  | 8,122            | 56.8             | 44.5        | 5,775            | 27.3        |
| Chemicals                                 | 47                 | 4,778            | 36                                    | 76.6                                  | 4,571            | 97.7                                  | 3,838            | 84.3             | 82.3        | 1,508            | 28.9        |
| Clothing and furnishings                  | 49                 | 2,727            | 33                                    | 67.3                                  | 2,368            | 86.8                                  | 1,903            | 80.4             | 69.8        | 447              | 16.6        |
| Coal                                      | 44                 | 6,496            | 32                                    | 72.7                                  | 5,021            | 77.3                                  | 4,567            | 87.0             | 67.2        | 1,002            | 20.0        |
| Drugs and drug sundries                   | 37                 | 10,557           | 28                                    | 70.3                                  | 7,937            | 75.4                                  | 7,120            | 89.5             | 67.4        | 1,652            | 20.8        |
| Dry goods                                 | 41                 | 8,405            | 31                                    | 75.6                                  | 8,003            | 95.2                                  | 5,236            | 65.4             | 62.3        | 1,241            | 15.5        |
| Electrical goods                          | 97                 | 9,604            | 77                                    | 79.4                                  | 9,007            | 93.8                                  | 6,755            | 75.1             | 70.4        | 2,120            | 25.5        |
| Farm products—raw materials               | 37                 | 4,374            | 24                                    | 64.9                                  | 2,462            | 56.3                                  | 947              | 38.5             | 21.7        | 399              | 16.2        |
| Farm products—consumer goods              | 429                | 50,153           | 270                                   | 62.9                                  | 44,693           | 89.1                                  | 28,720           | 64.3             | 57.3        | 7,019            | 15.7        |
| Farm supplies                             | 45                 | 6,440            | 23                                    | 51.1                                  | 2,951            | 45.8                                  | 1,599            | 47.4             | 21.7        | 886              | 19.9        |
| Furniture and house furnishings           | 47                 | 2,300            | 30                                    | 63.8                                  | 1,939            | 83.9                                  | 1,550            | 80.4             | 67.4        | 448              | 23.2        |
| General merchandise                       | 5                  | 329              | 2                                     | 66.7                                  | 309              | 79.4                                  | 95               | 30.7             | 24.4        | 53               | 10.0        |
| Groceries and foods                       | 859                | 78,707           | 454                                   | 52.9                                  | 51,209           | 77.7                                  | 42,980           | 70.2             | 54.6        | 8,491            | 15.9        |
| Hardware                                  | 59                 | 3,102            | 37                                    | 67.4                                  | 9,054            | 93.5                                  | 7,695            | 85.0             | 84.5        | 1,956            | 21.4        |
| Jewelry and optical goods                 | 47                 | 1,707            | 37                                    | 78.7                                  | 1,446            | 84.7                                  | 1,138            | 78.7             | 66.7        | 658              | 44.1        |
| Lumber and building materials             | 84                 | 6,271            | 81                                    | 92.0                                  | 6,285            | 99.9                                  | 5,348            | 85.4             | 85.3        | 1,607            | 25.7        |
| Machinery, equipment and supplies         | 280                | 15,413           | 196                                   | 81.7                                  | 14,486           | 94.0                                  | 12,380           | 85.5             | 80.3        | 5,926            | 27.1        |
| Metals (except scrap)                     | 27                 | 6,467            | 23                                    | 68.2                                  | 6,400            | 99.0                                  | 5,853            | 91               | 90.5        | 1,145            | 17.9        |
| Paper and its products                    | 85                 | 12,645           | 80                                    | 94.1                                  | 12,556           | 99.1                                  | 10,745           | 85.7             | 85.0        | 2,437            | 19.4        |
| Petroleum and its products                | 116                | 8,177            | 89                                    | 75.9                                  | 7,014            | 85.8                                  | 3,102            | 44.2             | 37.9        | 1,453            | 20.4        |
| Plumbing and heating eqpt & supplies      | 60                 | 4,435            | 51                                    | 85.0                                  | 3,660            | 85.0                                  | 3,116            | 84.7             | 70.3        | 892              | 24.2        |
| Tobacco and its products                  | 113                | 28,962           | 53                                    | 46.9                                  | 23,607           | 81.5                                  | 10,951           | 46.4             | 37.8        | 1,330            | 5.6         |
| Waste materials                           | 168                | 11,365           | 70                                    | 41.7                                  | 6,604            | 58.1                                  | 5,536            | 83.8             | 48.7        | 1,310            | 19.8        |
| All other products                        | 242                | 14,948           | 112                                   | 46.3                                  | 7,334            | 49.1                                  | 5,368            | 73.2             | 35.9        | 1,847            | 25.2        |
| <b>ALL OTHER TYPES</b>                    | <b>2,515</b>       | <b>572,770</b>   | <b>1,835</b>                          | <b>73.0</b>                           | <b>398,205</b>   | <b>69.5</b>                           | <b>328,126</b>   | <b>82.4</b>      | <b>57.3</b> | <b>42,675</b>    | <b>10.9</b> |
| <b>Total</b>                              | <b>2,515</b>       | <b>572,770</b>   | <b>1,835</b>                          | <b>73.0</b>                           | <b>398,205</b>   | <b>69.5</b>                           | <b>328,126</b>   | <b>82.4</b>      | <b>57.3</b> | <b>42,675</b>    | <b>10.9</b> |
| Amusement and sporting goods              | 14                 | (X)              | 6                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)         | (X)              | (X)         |
| Automotive products                       | 66                 | 29,992           | 59                                    | 89.4                                  | 27,914           | 95.1                                  | 27,123           | 97.2             | 90.4        | 2,056            | 7.4         |
| Chemicals                                 | 45                 | 10,696           | 40                                    | 93.0                                  | 10,422           | 97.4                                  | 10,200           | 97.9             | 95.4        | 1,288            | 10.8        |
| Clothing and furnishings                  | 11                 | 1,340            | 9                                     | 81.8                                  | 1,273            | 95.0                                  | 1,268            | 99.6             | 94.6        | 103              | 8.1         |
| Coal                                      | 12                 | 5,903            | 9                                     | 75.0                                  | 4,631            | 78.5                                  | 4,565            | 98.5             | 77.3        | 238              | 5.0         |
| Drugs and drug sundries                   | 10                 | 11,058           | 5                                     | 50.0                                  | 2,069            | 18.7                                  | 2,069            | 100.0            | 18.7        | 338              | 14.9        |
| Dry goods                                 | 18                 | 5,348            | 15                                    | 78.2                                  | 3,263            | 67.5                                  | 3,170            | 97.1             | 94.7        | 127              | 5.9         |
| Electrical goods                          | 58                 | 30,934           | 46                                    | 79.3                                  | 16,300           | 52.7                                  | 15,346           | 94.1             | 49.6        | 1,985            | 12.2        |
| Farm products - raw materials             | 306                | 32,337           | 165                                   | 53.3                                  | 15,567           | 48.0                                  | 2,007            | 14.8             | 6.2         | 1,369            | 10.1        |
| Farm products - consumer goods            | 285                | 34,128           | 94                                    | 33.0                                  | 19,196           | 56.2                                  | 15,939           | 72.6             | 40.8        | 2,133            | 11.2        |
| Farm supplies                             | 47                 | 5,822            | 34                                    | 72.3                                  | 4,367            | 13.8                                  | 2,222            | 31.0             | 38.0        | 391              | 9.0         |
| Furniture and house furnishings           | 55                 | 5,663            | 25                                    | 75.8                                  | 5,251            | 94.8                                  | 5,202            | 97.8             | 91.9        | 870              | 10.7        |
| General merchandise                       | 2                  | (X)              | —                                     | —                                     | —                | —                                     | —                | —                | —           | —                | —           |
| Groceries and foods                       | 197                | 149,014          | 139                                   | 70.6                                  | 78,669           | 58.4                                  | 72,012           | 92.2             | 48.3        | 7,161            | 9.2         |
| Hardware                                  | 15                 | 2,149            | 11                                    | 75.3                                  | 1,554            | 71.4                                  | 1,173            | 76.5             | 54.6        | 73               | 4.8         |
| Jewelry and optical goods                 | 61                 | (X)              | 5                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)         | (X)              | (X)         |
| Lumber and building materials             | 5                  | 25,357           | 59                                    | 76.5                                  | 22,149           | 87.3                                  | 22,047           | 99.5             | 86.9        | 1,022            | 4.6         |
| Machinery, equipment and supplies         | 267                | 72,492           | 216                                   | 80.9                                  | 29,247           | 36.9                                  | 27,005           | 95.8             | 83.1        | 3,899            | 5.8         |
| Metal (except scrap)                      | 80                 | 85,037           | 58                                    | 72.5                                  | 70,856           | 82.7                                  | 70,334           | 99.9             | 92.7        | 4,822            | 6.1         |
| Paper and its products                    | 23                 | 5,004            | 17                                    | 73.9                                  | 2,555            | 85.1                                  | 2,507            | 98.1             | 83.5        | 281              | 11.0        |
| Petroleum and its products                | 854                | 74,821           | 787                                   | 92.2                                  | 68,851           | 92.3                                  | 32,214           | 46.8             | 43.2        | 11,741           | 17.1        |
| Plumbing & heating eqpt & supplies        | 28                 | 5,990            | 22                                    | 78.6                                  | 4,240            | 70.8                                  | 4,126            | 97.5             | 68.9        | 730              | 19.7        |
| Tobacco and its products                  | 7                  | (X)              | 4                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)         | (X)              | (X)         |
| Waste materials                           | 4                  | (X)              | 2                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)         | (X)              | (X)         |
| All other products                        | 76                 | 12,198           | 34                                    | 44.7                                  | 8,888            | 72.9                                  | 5,556            | 62.5             | 45.6        | 1,362            | 15.3        |

WHOLESALE DISTRIBUTION: 1933

Census of  
American  
Business

Table 5.—STATE OF MICHIGAN DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS              | ALL ESTABLISHMENTS |           |                |                            |  | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |  |                |                   |                               |                                     |                            |                                    |
|--|--------------------|-----------|----------------|----------------------------|--|--|--|----------------|-------------------|-------------------------------|-------------------------------------|----------------------------|------------------------------------|
|  | Number             | Net sales | Total expenses | Number of estab-lish-ments | Per-cent of total for kind of business | Net sales                                      | Per-cent of total for kind of business | Total expenses |                   | Sales to retailers for resale | Sales to home-consumers (at retail) | Sales to indus-trial users | Sales to whole-sale orga-nizations |
|  |                    |           |                |                            |  |  |  | Amount         | Per-cent of sales |                               |                                     |                            |                                    |
| Total for State  | 5,803              | \$696,582 | \$114,079      | 4,811                      | 82.9                                   | \$722,551                                      | 80.6                                   | \$92,727       | 12.8              | \$412,748                     | \$19,512                            | \$216,303                  | \$73,989                           |
| WHOLESALE PROPER                                       |                    |           |                |                            |  |  |  |                |                   |                               |                                     |                            |                                    |
| Total  | 3,290              | 323,812   | 56,893         | 3,127                      | 95.0                                   | 303,065  | 63.6                                   | 52,992         | 17.5              | 226,529                       | 12,530                              | 55,666                     | 8,340                              |
| Amusement and sporting goods                           | 29                 | 1,255     | 392            | 31                         | 96.9                                   | 1,134  | 90.4                                   | 356            | 31.4              | 365                           | 57                                  | 56                         | 136                                |
| Automotive products                                    | 380                | 18,228    | 4,423          | 293                        | 98.0                                   | 18,015   | 98.8                                   | 4,331          | 24.0              | 12,399                        | 3,458                               | 1,652                      | 306                                |
| Chemicals  | 47                 | 4,679     | 1,547          | 46                         | 97.9                                   | 4,677  | 99.9                                   | 1,346          | 28.8              | 1,443                         | 249                                 | 1,430                      | 555                                |
| Clothing and furnishings                               | 49                 | 2,728     | 761            | 46                         | 94.0                                   | 2,727  | 100.0                                  | 501            | 18.4              | 2,038                         | 34                                  | 3                          | 42                                 |
| Drugs and drug sundries                                | 44                 | 6,496     | 1,128          | 37                         | 84.1                                   | 3,801  | 58.5                                   | 658            | 17.3              | 1,746                         | 542                                 | 1,476                      | 36                                 |
| Coal   | 37                 | 10,557    | 2,378          | 35                         | 94.6                                   | 9,098  | 86.7                                   | 1,700          | 21.0              | 7,550                         | 47                                  | 517                        | 4                                  |
| Dry goods  | 41                 | 8,405     | 1,223          | 40                         | 97.6                                   | 8,374  | 99.6                                   | 1,838          | 25.4              | 7,812                         | 291                                 | 292                        | 43                                 |
| Electrical goods                                       | 97                 | 9,604     | 2,830          | 89                         | 91.8                                   | 8,527  | 88.8                                   | 1,972          | 23.1              | 4,999                         | 923                                 | 2,501                      | 114                                |
| Farm products—raw materials                            | 37                 | 4,374     | 526            | 33                         | 89.2                                   | 4,059  | 92.8                                   | 462            | 11.4              | 1,127                         | 379                                 | 2,651                      | 2                                  |
| Farm products—consumer goods                           | 429                | 50,133    | 7,940          | 411                        | 95.8                                   | 46,084   | 91.9                                   | 7,534          | 16.3              | 43,997                        | 449                                 | 552                        | 1,056                              |
| Farm supplies  | 45                 | 6,440     | 2,432          | 37                         | 82.2                                   | 6,112  | 94.9                                   | 2,378          | 38.8              | 5,264                         | 343                                 | 328                        | 153                                |
| Furniture and house furnishings                        | 47                 | 2,300     | 506            | 47                         | 100.0                                  | 2,300  | 100.0                                  | 506            | 22.0              | 2,301                         | 99                                  | 170                        | -                                  |
| General merchandise                                    | 3                  | 369       | 46             | 3                          | 100.0                                  | 369  | 100.0                                  | 46             | 11.8              | 331                           | 8                                   | -                          | -                                  |
| Groceries and foods (except farm products)             | 850                | 78,737    | 10,333         | 838                        | 97.6                                   | 78,508   | 99.7                                   | 10,227         | 13.1              | 71,394                        | 2,158                               | 3,777                      | 1,179                              |
| Hardware   | 38                 | 9,102     | 1,945          | 36                         | 94.7                                   | 8,908  | 96.7                                   | 1,689          | 21.5              | 5,009                         | 963                                 | 2,442                      | 398                                |
| Jewelry and optical goods                              | 49                 | 1,707     | 782            | 45                         | 91.7                                   | 1,582  | 92.7                                   | 656            | 43.4              | 1,356                         | 96                                  | 127                        | 23                                 |
| Lumber and building materials (other than metal)       | 68                 | 6,271     | 1,609          | 67                         | 76.1                                   | 5,080  | 81.0                                   | 1,117          | 22.0              | 2,502                         | 240                                 | 1,307                      | 531                                |
| Machinery, equipment and supplies (except electrical)  | 240                | 15,413    | 4,207          | 230                        | 95.8                                   | 14,542   | 94.3                                   | 4,039          | 28.1              | 2,391                         | 193                                 | 11,430                     | 528                                |
| Metals (except scrap)                                  | 27                 | 9,457     | 2,124          | 25                         | 91.9                                   | 8,090  | 85.6                                   | 1,018          | 10.9              | 3,272                         | 321                                 | 3,240                      | 4                                  |
| Paper and its products                                 | 85                 | 12,645    | 2,468          | 84                         | 98.8                                   | 12,627   | 99.9                                   | 2,463          | 19.5              | 5,327                         | 322                                 | 5,890                      | 408                                |
| Petroleum and its products                             | 116                | 8,177     | 1,595          | 95                         | 81.9                                   | 7,349  | 89.9                                   | 1,410          | 17.2              | 3,365                         | 928                                 | 641                        | 1,165                              |
| Plumbing and heating equip-ment and supplies           | 60                 | 4,435     | 1,016          | 56                         | 93.3                                   | 3,464  | 78.1                                   | 844            | 24.4              | 1,872                         | 148                                 | 1,418                      | 26                                 |
| Tobacco and its products (except leaf)                 | 113                | 28,962    | 1,599          | 111                        | 98.2                                   | 26,791   | 92.5                                   | 1,437          | 5.4               | 26,637                        | 116                                 | 15                         | 23                                 |
| Waste materials  | 168                | 11,365    | 1,805          | 149                        | 88.1                                   | 9,279  | 81.6                                   | 1,652          | 16.7              | 2,219                         | 77                                  | 6,336                      | 647                                |
| All other products                                     | 242                | 14,948    | 3,219          | 241                        | 99.6                                   | 14,742   | 98.6                                   | 3,150          | 21.4              | 10,063                        | 207                                 | 4,345                      | 127                                |
| ALL OTHER TYPES  |                    |           |                |                            |  |  |  |                |                   |                               |                                     |                            |                                    |
| Total  | 2,513              | 572,770   | 57,186         | 1,684                      | 67.0                                   | 419,486  | 73.2                                   | 39,735         | 9.5               | 186,219                       | 6,982                               | 160,837                    | 65,648                             |
| Amusement and sporting goods                           | 14                 | (X)       | (X)            | (X)                        | (X)                                    | (X)  | (X)                                    | (X)            | (X)               | (X)                           | (X)                                 | (X)                        | (X)                                |
| Automotive products                                    | 66                 | 29,992    | 2,405          | 53                         | 80.3                                   | 23,449   | 78.2                                   | 1,462          | 6.2               | 6,179                         | 101                                 | 16,435                     | 734                                |
| Chemicals  | 45                 | 10,696    | 1,134          | 38                         | 85.4                                   | 9,126  | 87.9                                   | 946            | 39.8              | 1,138                         | 25                                  | 3,477                      | 486                                |
| Clothing and furnishings                               | 11                 | 1,540     | 110            | 9                          | 81.8                                   | 901  | 67.2                                   | 103            | 11.4              | 900                           | 1                                   | -                          | -                                  |
| Coal   | 12                 | 5,993     | 283            | 10                         | 83.3                                   | 2,092  | 35.4                                   | 128            | 5.8               | 1,065                         | -                                   | 1,022                      | 5                                  |
| Drugs and drug sundries                                | 10                 | 11,038    | 1,040          | 7                          | 70.0                                   | 3,716  | 33.7                                   | 409            | 11.0              | 3,368                         | -                                   | 328                        | -                                  |
| Dry goods  | 18                 | 3,548     | 180            | 18                         | 100.0                                  | 3,348  | 100.0                                  | 160            | 4.8               | 1,837                         | 1                                   | 1,509                      | 1                                  |
| Electrical goods                                       | 88                 | 30,934    | 5,644          | 42                         | 72.4                                   | 13,338   | 48.6                                   | 1,794          | 12.5              | 2,393                         | 42                                  | 10,768                     | 1,159                              |
| Farm products—raw materials                            | 306                | 32,337    | 3,223          | 231                        | 75.5                                   | 25,359   | 78.4                                   | 1,793          | 6.8               | 6,165                         | 5,337                               | 12,458                     | 4,152                              |
| Farm products—consumer goods                           | 285                | 34,128    | 2,697          | 249                        | 87.4                                   | 21,796   | 63.8                                   | 2,128          | 9.8               | 11,504                        | 692                                 | 1,085                      | 8,495                              |
| Farm supplies  | 47                 | 3,828     | 424            | 19                         | 40.4                                   | 2,393  | 62.6                                   | 248            | 10.4              | 1,000                         | 208                                 | 1,160                      | 25                                 |
| Furniture and house furnishings                        | 35                 | 5,663     | 644            | 30                         | 90.9                                   | 5,346  | 94.4                                   | 605            | 11.3              | 3,545                         | 38                                  | 1,327                      | 436                                |
| Groceries and foods (except farm products)             | 2                  | (X)       | (X)            | -                          | -                                      | -  | -                                      | -              | -                 | -                             | -                                   | -                          | -                                  |
| Hardware   | 197                | 149,014   | 11,454         | 172                        | 87.3                                   | 144,908  | 97.2                                   | 10,986         | 7.6               | 92,500                        | 361                                 | 11,937                     | 40,110                             |
| Jewelry and optical goods                              | 15                 | 2,149     | 184            | 14                         | 93.3                                   | 1,684  | 77.4                                   | 79             | 4.7               | 1,11                          | 22                                  | 1,422                      | 100                                |
| Lumber and building materials                          | 6                  | (X)       | (X)            | (X)                        | (X)                                    | (X)  | (X)                                    | (X)            | (A)               | (X)                           | (X)                                 | (X)                        | (X)                                |
| Machinery, equipment and sup-plies (except electrical) | 51                 | 25,357    | 1,261          | 43                         | 84.3                                   | 11,421   | 45.0                                   | 1,010          | 8.8               | 2,948                         | 85                                  | 8,204                      | 184                                |
| Metals (except scrap)                                  | 267                | 32,492    | 4,652          | 240                        | 89.9                                   | 26,767   | 82.4                                   | 3,673          | 13.7              | 3,138                         | 232                                 | 23,205                     | 1,132                              |
| Paper and its products                                 | 80                 | 85,037    | 5,107          | 59                         | 73.8                                   | 58,541   | 68.8                                   | 4,188          | 7.2               | 3,203                         | 12                                  | 54,499                     | 627                                |
| Petroleum and its products                             | 85                 | 3,024     | 324            | 19                         | 22.6                                   | 2,261  | 75.3                                   | 275            | 12.2              | 818                           | -                                   | 1,106                      | 337                                |
| Plumbing and heating equip-ment and supplies           | 23                 | 74,821    | 12,683         | 319                        | 37.4                                   | 41,436   | 55.5                                   | 6,440          | 15.5              | 30,127                        | 2,388                               | 6,397                      | 2,854                              |
| Tobacco and its products                               | 28                 | 5,990     | 1,242          | 24                         | 85.7                                   | 4,361  | 72.8                                   | 811            | 18.6              | 1,178                         | 35                                  | 3,127                      | 21                                 |
| Waste materials  | 7                  | (X)       | (X)            | (X)                        | (X)                                    | (X)  | (X)                                    | (X)            | (X)               | (X)                           | (X)                                 | (X)                        | (X)                                |
| All other products                                     | 46                 | 12,188    | 1,889          | 41                         | 93.4                                   | 11,691   | 95.9                                   | 1,808          | 15.5              | 10,237                        | 142                                 | 1,272                      | 40                                 |

WHOLESALE DISTRIBUTION: 1933

Table 6.—STATE OF MICHIGAN MONTHLY EMPLOYMENT, BY KIND OF BUSINESS For States and Cities of 500,000 Population and Over

| Pro-<br>ducers and<br>manu-<br>facturers<br>Kind of Business                      | Numbers and Percentage of Men and Women Employed |                          |   | Average number of men per employ-<br>ment | Numbers of Businesses—By Months |              |               |        |        |        |        |        |        |                     |              |            | De-<br>ber |
|---|--|--------------------------|---|---|---------------------------------|--------------|---------------|--------|--------|--------|--------|--------|--------|---------------------|--------------|------------|------------|
|   | Men  | Women                    |   |   | Employ-<br>ment                 | Jan-<br>uary | Feb-<br>ruary | March  | April  | May    | June   | July   | August | Sep-<br>tem-<br>ber | Octo-<br>ber | No-<br>ber |            |
|   |  | Edu-<br>cated<br>average | Edu-<br>cated<br>and<br>un-<br>edu-<br>cated<br>total |   |                                 |              |               |        |        |        |        |        |        |                     |              |            |            |
| Total for<br>State  | 31,886   | 6,955                    | 17.9  | 100                                       | 35,203                          | 33,233       | 35,976        | 35,589 | 32,791 | 33,853 | 34,897 | 35,854 | 36,288 | 37,847              | 37,424       | 37,500     | 37,110     |
| Amusement and sporting goods.....   | 24   | 219                      | 164   | 45.6                                      | 362                             | 378          | 356           | 359    | 359    | 353    | 353    | 355    | 350    | 366                 | 360          | 368        | 374        |
| Automotive products.....  | 237  | 2,228                    | 338   | 13.1                                      | 2,430                           | 2,310        | 2,302         | 2,222  | 2,233  | 2,259  | 2,187  | 2,108  | 2,123  | 1,844               | 1,807        | 1,300      | 1,322      |
| Chemicals.....  | 39   | 337                      | 169   | 24.3                                      | 654                             | 606          | 648           | 645    | 650    | 644    | 657    | 672    | 673    | 679                 | 682          | 679        | 679        |
| Clothing and furnishings.....   | 47   | 133                      | 103   | 43.6                                      | 213                             | 175          | 200           | 199    | 200    | 204    | 208    | 206    | 224    | 224                 | 231          | 235        | 233        |
| Coal.....   | 29   | 445                      | 60  | 11.9                                      | 430                             | 437          | 448           | 444    | 437    | 415    | 378    | 398    | 410    | 413                 | 445          | 442        | 498        |
| Drugs and drug sundries.....  | 29   | 693                      | 279   | 28.7                                      | 968                             | 975          | 909           | 964    | 956    | 923    | 941    | 946    | 943    | 962                 | 965          | 962        | 968        |
| Dry goods.....  | 32   | 360                      | 147   | 22.0                                      | 661                             | 639          | 643           | 637    | 635    | 622    | 653    | 695    | 668    | 678                 | 700          | 697        | 700        |
| Electrical goods.....   | 69   | 1,564                    | 414   | 26.7                                      | 1,928                           | 1,890        | 1,862         | 1,817  | 1,794  | 1,863  | 1,893  | 1,960  | 1,960  | 2,037               | 2,021        | 2,039      | 2,066      |
| Farm products—raw materials.....  | 231  | 1,175                    | 789   | 40.4                                      | 1,661                           | 1,621        | 1,602         | 1,577  | 1,577  | 1,602  | 1,602  | 1,577  | 1,577  | 1,577               | 1,577        | 1,577      | 1,577      |
| Farm products—consumer goods.....   | 698  | 3,439                    | 640   | 18.7                                      | 3,464                           | 3,190        | 3,421         | 3,254  | 3,144  | 3,444  | 3,657  | 3,599  | 3,549  | 3,592               | 3,615        | 3,600      | 3,643      |
| Farm supplies.....  | 74   | 801                      | 441   | 35.5                                      | 1,015                           | 508          | 500           | 503    | 549    | 574    | 753    | 541    | 611    | 673                 | 732          | 730        | 714        |
| Furniture and house furnishings.....  | 48   | 275                      | 79  | 28.3                                      | 317                             | 285          | 289           | 289    | 282    | 317    | 317    | 330    | 333    | 344                 | 344          | 333        | 343        |
| General merchandise.....  | 5  | 13                       | 5   | 23.6                                      | 4                               | 4            | 4             | 4      | 4      | 4      | 4      | 4      | 4      | 4                   | 4            | 4          | 4          |
| Groceries and foods (except farm products).....                                   | 895  | 6,423                    | 999   | 13.4                                      | 6,927                           | 6,425        | 6,434         | 6,516  | 6,530  | 6,827  | 6,931  | 7,010  | 7,280  | 7,557               | 7,300        | 7,312      | 7,843      |
| Hardware.....   | 30   | 761                      | 183   | 19.6                                      | 965                             | 948          | 950           | 947    | 978    | 961    | 968    | 978    | 978    | 972                 | 919          | 916        | 956        |
| Jewelry and optical goods.....  | 89   | 252                      | 100   | 26.4                                      | 342                             | 338          | 340           | 334    | 331    | 329    | 328    | 332    | 339    | 340                 | 340          | 360        | 366        |
| Lumber and building materials (other than metal).....                             | 80   | 802                      | 153   | 13.3                                      | 830                             | 795          | 796           | 777    | 767    | 811    | 811    | 810    | 810    | 810                 | 812          | 813        | 819        |
| Machinery, equipment and supplies (other than metal).....                         | 223  | 2,358                    | 601   | 30.3                                      | 2,697                           | 2,609        | 2,572         | 2,566  | 2,582  | 2,586  | 2,592  | 2,604  | 2,778  | 2,810               | 2,856        | 2,821      | 2,862      |
| Metals (except scrap).....  | 35   | 761                      | 173   | 18.5                                      | 890                             | 895          | 892           | 883    | 883    | 883    | 883    | 883    | 883    | 883                 | 883          | 883        | 883        |
| Paper and its products.....   | 35   | 757                      | 233   | 23.5                                      | 964                             | 931          | 921           | 914    | 923    | 937    | 943    | 957    | 987    | 1,009               | 1,005        | 1,004      | 1,007      |
| Petroleum and its products.....   | 537  | 3,979                    | 176   | 4.6                                       | 3,659                           | 3,497        | 3,457         | 3,477  | 3,477  | 3,501  | 3,501  | 3,501  | 3,501  | 3,501               | 3,501        | 3,501      | 3,501      |
| Plumbing and heating equipment and<br>Tobacco and its products (except leaf)..... | 36   | 626                      | 136   | 19.6                                      | 798                             | 700          | 690           | 640    | 616    | 622    | 668    | 718    | 739    | 751                 | 776          | 761        | 762        |
| Waste materials.....  | 63   | 681                      | 73  | 9.7                                       | 734                             | 708          | 702           | 688    | 688    | 688    | 688    | 688    | 688    | 688                 | 688          | 688        | 688        |
| All other products.....   | 264  | 1,833                    | 318   | 14.6                                      | 1,929                           | 1,300        | 1,431         | 1,356  | 1,334  | 1,417  | 1,488  | 1,493  | 1,583  | 1,615               | 1,626        | 1,626      | 1,626      |

WHOLESALE DISTRIBUTION: 1933  
MONTHLY EMPLOYMENT, BY KIND OF BUSINESS  
For States and Cities of 500,000 Population and Over

| Pre-<br>pri-<br>ors<br>firm<br>num-<br>bers | STATE AND CITY<br>KIND OF BUSINESS                        | NUMBERS AND PROPORTION<br>OF MEN AND WOMEN<br>EMPLOYED |           | Employ-<br>ment | Average<br>number<br>of em-<br>ployees | NUMBER OF EMPLOYEES—By MONTHS |               |        |        |        |        |        |        |                     |              |                    |                           | De-<br>ce-<br>m-<br>ber |
|---|---|--|-----------|-----------------|--|-------------------------------|---------------|--------|--------|--------|--------|--------|--------|---------------------|--------------|--------------------|---------------------------|-------------------------|
|   |   | Men  | Women     |                 |  | Jan-<br>uary                  | Feb-<br>ruary | March  | April  | May    | June   | July   | August | Sep-<br>tem-<br>ber | Octo-<br>ber | No-<br>vem-<br>ber |                           |                         |
|   |   |  |           |                 |  |                               |               |        |        |        |        |        |        |                     |              |                    | Esti-<br>mated<br>average |                         |
|   | Total for<br>Detroit                                      | 1,596  | 4,036,184 | 1,019           | 20,990                                 | 19,689                        | 19,463        | 19,387 | 20,011 | 20,517 | 21,000 | 21,417 | 21,900 | 22,186              | 22,269       | 22,447             |                           |                         |
| 22  | Amusement and sporting goods.                             | 214  | 157,424   | 355             | 367                                    | 350                           | 352           | 353    | 347    | 347    | 349    | 354    | 359    | 361                 | 361          | 365                |                           |                         |
| 113   | Automotive products.                                      | 1,386  | 246,185.0 | 1,588           | 1,496                                  | 1,497                         | 1,523         | 1,441  | 1,465  | 1,568  | 1,646  | 1,697  | 1,708  | 1,691               | 1,694        | 1,686              |                           |                         |
| 25  | Chemicals.  | 430  | 145,281.7 | 539             | 532                                    | 521                           | 520           | 541    | 545    | 546    | 550    | 549    | 549    | 544                 | 544          | 544                |                           |                         |
| 36  | Clothing and furnishings.                                 | 127  | 96,453.1  | 25              | 25                                     | 24                            | 24            | 24     | 24     | 28     | 27     | 26     | 26     | 27                  | 28           | 28                 |                           |                         |
| 8   | Coal  | 241  | 40,144.2  | 257             | 259                                    | 255                           | 247           | 272    | 269    | 253    | 231    | 245    | 244    | 256                 | 271          | 285                |                           |                         |
| 23  | Drugs and drug sundries.                                  | 415  | 181,304.4 | 58              | 58                                     | 59                            | 58            | 57     | 57     | 57     | 57     | 57     | 57     | 57                  | 57           | 57                 |                           |                         |
| 26  | Dry goods.  | 452  | 99,116.0  | 548             | 531                                    | 524                           | 522           | 523    | 529    | 550    | 567    | 561    | 557    | 567                 | 577          | 543                |                           |                         |
| 39  | Electrical goods.   | 1,359  | 265,202.7 | 1,723           | 1,691                                  | 1,658                         | 1,628         | 1,597  | 1,625  | 1,677  | 1,748  | 1,765  | 1,802  | 1,801               | 1,814        | 1,841              |                           |                         |
| 13  | Farm products—raw materials.                              | 196  | 116,747.9 | 199             | 197                                    | 198                           | 197           | 188    | 182    | 184    | 181    | 183    | 180    | 183                 | 185          | 215                |                           |                         |
| 185   | Farm products—consumer goods.                             | 1,556  | 238,445.4 | 1,676           | 1,611                                  | 1,617                         | 1,656         | 1,666  | 1,656  | 1,656  | 1,656  | 1,656  | 1,656  | 1,659               | 1,706        | 1,786              |                           |                         |
| 6   | Farm supplies.  | 507  | 322,381.8 | 118             | 67                                     | 69                            | 66            | 63     | 63     | 123    | 119    | 114    | 119    | 116                 | 122          | 147                |                           |                         |
| 33  | Furniture and house furnishings.                          | 185  | 61,211.4  | 209             | 195                                    | 190                           | 182           | 193    | 215    | 212    | 212    | 215    | 225    | 224                 | 222          | 250                |                           |                         |
| 2   | General merchandise.                                      | 6  | 240.0     | 3               | 3                                      | 3                             | 3             | 3      | 3      | 3      | 3      | 3      | 3      | 3                   | 3            | 3                  |                           |                         |
| 274   | Groceries and foods<br>(except farm products).            | 3,560  | 559,144.2 | 3,742           | 3,599                                  | 3,577                         | 3,568         | 3,600  | 3,656  | 3,682  | 3,713  | 3,803  | 3,847  | 3,893               | 3,929        | 3,982              |                           |                         |
| 26  | Hawthorne.  | 372  | 84,118.4  | 435             | 435                                    | 431                           | 436           | 432    | 422    | 422    | 421    | 421    | 421    | 421                 | 421          | 421                |                           |                         |
| 26  | Jewelry and optical goods.                                | 194  | 63,500.1  | 257             | 262                                    | 264                           | 259           | 257    | 255    | 256    | 259    | 257    | 254    | 253                 | 259          | 260                |                           |                         |
| 26  | Lumber and building materials.                            | 522  | 61,123.4  | 577             | 550                                    | 521                           | 492           | 510    | 568    | 639    | 631    | 614    | 621    | 620                 | 604          | 590                |                           |                         |
| 145   | Machinery, equipment, and supplies<br>(other than metal). | 1,663  | 469,211.7 | 1,999           | 1,915                                  | 1,939                         | 1,886         | 1,919  | 1,915  | 1,947  | 2,000  | 2,072  | 2,052  | 2,117               | 2,097        | 2,153              |                           |                         |
| 21  | Metals (except scrap).                                    | 722  | 139,161.1 | 641             | 635                                    | 797                           | 772           | 773    | 769    | 863    | 859    | 856    | 866    | 864                 | 863          | 847                |                           |                         |
| 32  | Paper and its products.                                   | 502  | 154,231.9 | 621             | 25                                     | 25                            | 25            | 25     | 25     | 25     | 25     | 25     | 25     | 25                  | 25           | 25                 |                           |                         |
| 14  | Petroleum and its products.                               | 903  | 45,447.9  | 923             | 863                                    | 872                           | 873           | 872    | 895    | 903    | 900    | 822    | 884    | 911                 | 1,006        | 994                |                           |                         |
| 24  | Plumbing and heating equipment and<br>supplies.           | 474  | 139,211.4 | 55              | 55                                     | 55                            | 55            | 55     | 55     | 55     | 55     | 55     | 55     | 55                  | 55           | 55                 |                           |                         |
| 24  | Tobacco and its products.                                 | 462  | 43,815.5  | 500             | 491                                    | 491                           | 497           | 473    | 472    | 478    | 497    | 497    | 508    | 529                 | 553          | 573                |                           |                         |
| 77  | Waste materials.  | 321  | 64,261.5  | 327             | 327                                    | 327                           | 327           | 327    | 327    | 327    | 327    | 327    | 327    | 327                 | 327          | 317                |                           |                         |
| 76  | All other products.                                       | 1,257  | 121,251.4 | 1,378           | 985                                    | 1,015                         | 990           | 1,020  | 1,092  | 1,564  | 1,615  | 1,650  | 1,657  | 1,629               | 1,498        | 1,514              |                           |                         |
|   |   |  |           | 35              | 34                                     | 38                            | 40            | 39     | 46     | 70     | 44     | 38     | 70     | 61                  | 60           | 52                 |                           |                         |

Table 7.—STATE OF MICHIGAN—WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

| Type of Establishment<br>Kind of Business            | Amount in \$                            |   |   |   |   |   |   |   |   |   |   |   |  |  |
|--|---|---|---|---|---|---|---|---|---|---|---|---|--|--|
|  | Total                                   | \$10,000 to \$10,999                                |   | \$50,000 to \$99,999                                |   | \$100,000 to \$499,999                              |   | \$500,000 to \$999,999                              |   | \$1,000,000 and over                                |   |   |  |  |
| Num-ber of estab-lish-ments (over-1000 con-cept)     | Tot-al em-ploy-ees (over-1000 con-cept) | Tot-al ex-cess of em-ploy-ees per-centage net sales | Num-ber of em-ploy-ees (over-1000 con-cept) | Tot-al ex-cess of em-ploy-ees per-centage net sales | Num-ber of em-ploy-ees (over-1000 con-cept) | Tot-al ex-cess of em-ploy-ees per-centage net sales | Num-ber of em-ploy-ees (over-1000 con-cept) | Tot-al ex-cess of em-ploy-ees per-centage net sales | Num-ber of em-ploy-ees (over-1000 con-cept) | Tot-al ex-cess of em-ploy-ees per-centage net sales | Num-ber of em-ploy-ees (over-1000 con-cept) | Tot-al ex-cess of em-ploy-ees per-centage net sales |  |  |
|  |   |   |   |   |   |   |   |   |   |   |   |   | Full-time em-ploy-ees (over-1000 con-cept) | Part-time em-ploy-ees (over-1000 con-cept) |
| <b>WHOLESALE MERCHANTS</b>                           |   |   |   |   |   |   |   |   |   |   |   |   |  |  |
| Amusements and sporting goods                        | 38                                      | 116,312.2   | 10  | 3,242.24  | 646   | 2,002.21  | 547   | 3,202.18  | 256   | 4,120.12  | 70  | 2,450.15  | 39   | 3,931.17                                   |
| Automotive products                                  | 292                                     | 1,827,242.3   | 74  | 65,920.9  | 1,359                                       | 467,882.3   | 681   | 2,888,842.5   | 63  | 1,772,820.0   | 6   | 146,135.6   | 1  | 312,110.5                                  |
| Clothing and furnishings                             | 46                                      | 431,228.7   | 17  | 6,821.0   | 136   | 38,838.5  | 68  | 56,334.4  | 6   | 96,091.0  | 3   | 94,870.0  | 1  | 91,871.9                                   |
| Electrical goods                                     | 54                                      | 254,212.5   | 7   | 6,908.9   | 18  | 33,223.9  | 4   | 39,201.1  | 5   | 56,120.9  | 2   | 61,135.7  | 1  | 121,884.2                                  |
| Drugs and drug sundries                              | 35                                      | 672,224.9   | 15  | 6,414.4   | 17  | 14,119.9  | 3   | 549.1   | 6   | 27,137.4  | 3   | 17,852.9  | 3  | 422,180.0                                  |
| Hardware   | 95                                      | 623,225.5   | 8   | 11,222.8  | 11  | 125,150.0   | 17  | 76,891.7  | 6   | 117,017.0   | 14  | 156,154.4   | 3  | 400,132.9                                  |
| Home products—new materials                          | 37                                      | 233,212.0   | 8   | 11,222.8  | 11  | 125,150.0   | 17  | 76,891.7  | 6   | 117,017.0   | 14  | 156,154.4   | 3  | 400,132.9                                  |
| Home products—consumer goods                         | 401                                     | 2,468,157.7   | 61  | 19,825.7  | 1,000                                       | 899,171.1   | 78  | 385,171.1   | 61  | 464,153.4   | 48  | 610,113.0   | 10   | 1,883,100.4                                |
| Household goods                                      | 17                                      | 201,227.6   | 4   | 3,551.7   | 5   | 5,151.9   | 6   | 7,982.7   | 4   | 78,827.4  | 2   | 27,874.1  | 1  | 87,120.8                                   |
| Furniture and home furnishings                       | 46                                      | 153,222.1   | 26  | 1,344.1   | —   | —   | —   | —   | —   | —   | —   | —   | —  | 664,822.0                                  |
| General merchandise                                  | 5                                       | 111,211.8   | —   | —   | —   | —   | —   | —   | —   | —   | —   | —   | —  | 712,821.0                                  |
| Groceries and foods (except farm products)           | 710                                     | 3,978,151.9   | 308   | 170,425.7   | 215   | 605,255.7   | 66  | 484,157.4   | 79  | 667,153.6   | 70  | 600,112.8   | 23   | 693,111.6                                  |
| Hardware   | 39                                      | 843,212.4   | 94  | 6,419.2   | 111   | 59,212.2  | 3   | 21,500.6  | 6   | 144,607.7   | 7   | 1,212,821.2   | 2  | 273,201.4                                  |
| Leather and optical goods                            | 47                                      | 313,245.8   | 10  | 6,419.2   | 28  | 140,512.3   | 5   | 21,500.6  | 6   | 144,607.7   | 7   | 1,212,821.2   | 2  | 273,201.4                                  |
| Paint and building materials (other than lumber)     | 88                                      | 562,251.9   | 18  | 7,410.0   | 27  | 105,332.8   | 17  | 97,291.0  | 10  | 61,134.4  | 10  | 227,264.4   | —  | —  |
| Machinery equipment and supplies (except electrical) | 256                                     | 1,203,271.4   | 63  | 57,425.6  | 62  | 228,311.4   | 35  | 238,824.8   | 23  | 270,252.8   | 12  | 256,821.8   | 3  | 79,254.9                                   |
| Books and stationery                                 | 87                                      | 897,126.0   | 9   | 6,825.8   | 4   | 19,071.6  | 2   | 13,844.4  | 6   | 97,252.6  | 1   | 97,252.6  | 1  | 36,711.1                                   |
| Print and publishing                                 | 103                                     | 446,324.6   | 23  | 13,262.8  | 10  | 19,071.6  | 18  | 119,291.2   | 11  | 117,252.8   | 10  | 136,134.9   | 3  | 231,211.1                                  |
| Radio and other electronic equipment                 | 60                                      | 400,225.9   | 11  | 12,469.0  | 28  | 66,228.7  | 10  | 76,891.7  | 10  | 76,891.7  | 3   | 67,251.9  | 2  | 71,251.9                                   |
| Refrigerators and ice-making machines                | 127                                     | 703,121.1   | 22  | 12,469.0  | 44  | 104,272.5   | 10  | 20,250.6  | 31  | 121,111.1   | 12  | 225,150.0   | 5  | 146,121.0                                  |
| Textiles and fabrics                                 | 223                                     | 1,424,211.8   | 56  | 35,264.2  | 125   | 353,221.1   | 26  | 825,366.6   | 12  | 324,252.8   | 12  | 239,174.6   | 2  | 94,111.1                                   |
| Toy and amusement goods                              | 503                                     | 6,423,141.6   | 62  | 67,425.2  | 154   | 479,321.1   | 21  | 428,225.6   | 61  | 620,225.7   | 87  | 1,100,141.8   | 32   | 874,171.2                                  |
| Amusements and sporting goods                        | 8                                       | 109,221.0   | —   | —   | 6   | 6,253.3   | 1   | 9,000.0   | —   | —   | 4   | 105,264.6   | 2  | 42,144.4                                   |
| Automotive products                                  | 27                                      | 3,412,211.1   | 7   | 2,518.9   | 7   | 24,412.3  | 6   | 45,225.0  | 4   | 35,252.8  | 4   | 44,111.8  | 1  | 110,252.1                                  |
| Chemicals  | 26                                      | 100,212.6   | 2   | 5,975.5   | —   | —   | —   | —   | —   | —   | —   | —   | —  | 33,051.6                                   |
| Clothing and furnishings                             | 6                                       | 36,718.8  | 1   | —   | 1   | 18,271.1  | —   | —   | —   | —   | —   | —   | —  | —  |
| Drugs and drug sundries                              | 4                                       | 27,224.6  | 1   | —   | —   | —   | —   | —   | —   | —   | —   | —   | —  | —  |
| Electrical goods                                     | 48                                      | 1,014,222.1   | 3   | 9,600.0   | 4   | 16,634.2  | 3   | 40,223.4  | 4   | 24,251.2  | 7   | 131,117.5   | 1  | 50,133.4                                   |
| Farm products—consumer goods                         | 9                                       | 1,011,171.4   | —   | —   | —   | —   | —   | —   | —   | —   | —   | —   | —  | 14,167.7                                   |
| Farm products—new materials                          | 15                                      | 119,132.2   | 2   | 2,800.0   | —   | —   | —   | —   | —   | —   | —   | —   | —  | 9,518.1                                    |
| Groceries and foods (except farm products)           | 137                                     | 1,024,151.6   | 26  | 20,325.6  | 39  | 117,221.4   | 14  | 91,244.5  | 40  | 113,610.0   | 30  | 308,125.0   | 11   | 500,112.5                                  |
| Lumber and building materials (other than saws)      | 6                                       | 59,116.7  | —   | —   | —   | —   | —   | —   | —   | —   | —   | —   | —  | —  |
| Machinery equipment and supplies (except electrical) | 4                                       | 29,412.7  | —   | —   | —   | —   | —   | —   | —   | —   | —   | —   | —  | —  |
| Books and stationery                                 | 19                                      | 233,101.3   | 3   | 2,226.0   | 3   | 10,261.1  | 8   | 16,212.8  | 8   | 21,140.0  | —   | —   | —  | 36,116.9                                   |
| Print and publishing                                 | 119                                     | 1,046,251.9   | 15  | 22,000.0  | 42  | 121,228.9   | 22  | 122,271.2   | 19  | 220,271.3   | 16  | 233,125.0   | 6  | 139,116.4                                  |
| Radio and other electronic equipment                 | 24                                      | 69,112.2  | 4   | 9,000.0   | 5   | 2,250.6   | 3   | 42,225.6  | 1   | 21,216.6  | —   | —   | —  | 102,107.7                                  |
| Refrigerators and ice-making machines                | 7                                       | 69,112.2  | —   | —   | —   | —   | —   | —   | —   | —   | —   | —   | —  | —  |
| Textiles and fabrics                                 | 17                                      | 201,271.6   | 1   | —   | —   | —   | —   | —   | —   | —   | —   | —   | —  | —  |
| Toy and amusement goods                              | 30                                      | 446,141.2   | 1   | —   | —   | —   | —   | —   | —   | —   | —   | —   | —  | —  |

## WHOLESALE DISTRIBUTION: 1933

12-0-3  
Census of  
American  
Business

Table 1.—STATE OF WISCONSIN SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |       | NET SALES |         | TOTAL EXPENSES |                  |      | Full-time employees<br>(average) | PAY ROLL |                  |           | Stocks on hand<br>(end of year) |
|---|--------------------------|-------|-----------|---------|----------------|------------------|------|----------------------------------|----------|------------------|-----------|---------------------------------|
|   | 1933                     | 1929  | 1933      | 1929    | Amount         | Percent of sales |      |                                  | Total    |                  | Part-time |                                 |
|   |                          |       |           |         |                | 1933             | 1929 |                                  | Amount   | Percent of sales |           |                                 |
| <b>THE STATE</b>                        | 4,273                    | 3,515 | 541,788   | 979,276 | 75,282         | 19.9             | 10.1 | 23,942                           | 35,420   | 6.5              | 1,385     | 65,656                          |
| <b>Wholesalers proper</b>               | 1,979                    | 1,658 | 260,110   | 529,960 | 44,964         | 17.3             | 12.5 | 15,640                           | 21,966   | 6.4              | 688       | 39,267                          |
| Wholesale merchants                     | 1,874                    | 1,606 | 285,496   | 515,962 | 44,415         | 17.4             | 12.6 | 15,513                           | 21,763   | 6.5              | 687       | 38,933                          |
| Importers                               | 5                        | 6     | 815       | 397     | 141            | 17.3             | 25.4 | 34                               | 17       | 9.3              | 7         | 66                              |
| Limited function wholesalers            | 100                      | 47    | 3,600     | 12,591  | 408            | 10.7             | 7.1  | 93                               | 96       | 3.3              | 21        | 268                             |
| <b>Manufacturers' sales branches</b>    | 340                      | 277   | 86,678    | 161,639 | 13,784         | 16.8             | 1.0  | 3,561                            | 6,041    | 7.0              | 74        | 8,031                           |
| With stocks                             | 263                      | -     | 62,804    | -       | 11,811         | 26.4             | -    | 3,122                            | 5,116    | 8.1              | 59        | 8,031                           |
| Without stocks                          | 77                       | -     | 23,874    | -       | 1,923          | 8.1              | -    | 459                              | 925      | 3.9              | 15        | -                               |
| <b>Agents and brokers</b>               | 246                      | 204   | 89,895    | 122,548 | 2,250          | 2.5              | 3.2  | 609                              | 1,142    | 1.3              | 86        | 518                             |
| Brokers                                 | 71                       | 51    | 49,689    | 32,896  | 697            | 1.4              | 2.3  | 159                              | 355      | 1.7              | 9         | 103                             |
| Commission merchants                    | 58                       | 51    | 32,254    | 60,583  | 970            | 3.0              | 1.9  | 286                              | 507      | 1.6              | 45        | 455                             |
| Manufacturers' agents                   | 102                      | 74    | 3,907     | 19,034  | 396            | 10.1             | 4.6  | 119                              | 187      | 4.8              | 23        | 52                              |
| Selling agents                          | 12                       | 28    | 3,568     | 10,056  | 153            | 4.7              | 12.5 | 37                               | 85       | 2.5              | 8         | 5                               |
| Other agents                            | 3                        | -     | 517       | -       | 29             | 5.6              | -    | 8                                | 8        | 1.6              | 1         | -                               |
| <b>All other types</b>                  | 1,708                    | 1,376 | 105,100   | 166,239 | 14,334         | 13.6             | 7.3  | 4,032                            | 6,271    | 6.0              | 340       | 17,773                          |
| Bulk tank stations <sup>1/</sup>        | 963                      | 688   | 46,061    | 41,155  | 8,691          | 19.3             | 15.3 | 2,412                            | 4,023    | 8.9              | 92        | 4,986                           |
| Chain store warehouses                  | 20                       | 13    | 19,264    | 50,972  | 1,077          | 5.9              | 2.3  | 179                              | 401      | 2.2              | 18        | 554                             |
| Assemblers and country buyers           | 337                      | 519   | 21,498    | 44,147  | 1,531          | 7.1              | 8.5  | 461                              | 572      | 2.7              | 98        | 1,852                           |
| Cooperative marketing associations      | 277                      | 126   | 13,955    | 21,640  | 1,816          | 13.0             | 4.2  | 647                              | 772      | 5.5              | 108       | 5,532                           |
| Elevators <sup>2/</sup>                 | 32                       | 20    | 4,955     | 1,630   | 730            | 16.9             | 6.0  | 159                              | 305      | 6.2              | 7         | 4,645                           |
| Cream stations <sup>3/</sup>            | 19                       | -     | 1,357     | -       | 429            | 31.6             | -    | 154                              | 198      | 14.6             | 17        | 104                             |
| Other types                             | -                        | 10    | -         | 6,695   | -              | -                | 16.2 | -                                | -        | -                | -         | -                               |
| <b>MILWAUKEE</b>                        | 1,210                    | 1,059 | 301,626   | 545,650 | 41,513         | 13.8             | 9.8  | 12,942                           | 20,129   | 6.7              | 506       | 31,370                          |
| <b>Wholesalers proper</b>               | 736                      | 725   | 138,544   | 268,575 | 27,568         | 19.8             | 14.3 | 9,336                            | 13,980   | 10.1             | 387       | 25,819                          |
| Manufacturers' sales branches           | 155                      | 155   | 56,339    | 125,204 | 9,642          | 17.1             | 8.4  | 2,338                            | 4,137    | 7.3              | 39        | 5,678                           |
| Agents and brokers                      | 196                      | 155   | 82,335    | 106,137 | 1,935          | 2.3              | 3.3  | 538                              | 1,020    | 1.2              | 70        | 558                             |
| All other types                         | 35                       | 24    | 23,708    | 55,734  | 2,575          | 10.9             | 4.6  | 670                              | 1,022    | 4.3              | 12        | 1,815                           |

<sup>1/</sup> The increase in the number of bulk tank stations was due primarily to differences in method of operating and reporting several large chain organizations.

<sup>2/</sup> Includes 4 cooperative elevators with sales amounting to \$268,000.00.

<sup>3/</sup> Cream stations were not included for the most part in the 1929 data.



## WHOLESALE DISTRIBUTION: 1935

Genus of  
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TABLE 2A. - STATE OF WISCONSIN NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Kind of Business   | Total | Wholesale<br>merchants | Limited<br>wholesalers | With<br>branches | Mfg.-els.<br>branches | Brokers | Commission<br>merchants | Manufacturers'<br>agents | All other<br>types 1/ | Total | Wholesale<br>merchants | With<br>branches | Mfg.-els.<br>branches | Without<br>stocks | Brokers | Commission<br>merchants | Manufacturers'<br>agents | All other<br>types 1/ |
|--|-------|------------------------|------------------------|------------------|-----------------------|---------|-------------------------|--------------------------|-----------------------|-------|------------------------|------------------|-----------------------|-------------------|---------|-------------------------|--------------------------|-----------------------|
|  |       |                        |                        |                  |                       |         |                         |                          |                       |       |                        |                  |                       |                   |         |                         |                          |                       |
| <b>Farm supplies</b>                                     | 60    | 41                     | 3                      | -                | 1                     | 1       | -                       | -                        | -                     | 11    | 10                     | -                | -                     | 1                 | -       | -                       | -                        | -                     |
| Feed   | 45    | 29                     | 1                      | -                | -                     | 1       | -                       | -                        | -                     | 5     | 4                      | -                | -                     | 1                 | -       | -                       | -                        | -                     |
| Fertilizer   | 1     | 1                      | -                      | -                | -                     | -       | -                       | -                        | -                     | 1     | -                      | -                | -                     | -                 | -       | -                       | -                        | -                     |
| Seeds  | 13    | 11                     | 2                      | -                | -                     | -       | -                       | -                        | -                     | 6     | -                      | -                | -                     | -                 | -       | -                       | -                        | -                     |
| All other  | 3     | -                      | -                      | -                | 1                     | -       | -                       | -                        | -                     | 2     | -                      | -                | -                     | -                 | -       | -                       | -                        | -                     |
| <b>Furniture and house furnishings</b>                   | 36    | 24                     | -                      | 5                | 1                     | 2       | -                       | 1                        | 3                     | 28    | 19                     | 3                | -                     | 2                 | -       | -                       | 1                        | 3                     |
| China, glassware and crockery                            | 5     | 5                      | -                      | -                | -                     | -       | -                       | -                        | -                     | 4     | 4                      | -                | -                     | -                 | -       | -                       | -                        | -                     |
| Floor coverings  | 2     | 2                      | -                      | -                | -                     | -       | -                       | -                        | -                     | 2     | 2                      | -                | -                     | -                 | -       | -                       | -                        | -                     |
| Furniture  | 15    | 4                      | -                      | 4                | 1                     | 2       | -                       | 1                        | 3                     | 12    | 3                      | 3                | -                     | 2                 | -       | -                       | 1                        | 3                     |
| House furnishings (except as specified)                  | 13    | 12                     | -                      | 1                | -                     | -       | -                       | -                        | -                     | 9     | 9                      | -                | -                     | -                 | -       | -                       | -                        | -                     |
| Musical instruments and sheet music                      | 1     | 1                      | -                      | -                | -                     | -       | -                       | -                        | -                     | 1     | 1                      | -                | -                     | -                 | -       | -                       | -                        | -                     |
| <b>General merchandise</b>                               | -     | -                      | -                      | -                | -                     | -       | -                       | -                        | -                     | -     | -                      | -                | -                     | -                 | -       | -                       | -                        | -                     |
| <b>Groceries and foods (except farm products)</b>        | 621   | 423                    | 40                     | 94               | 8                     | 39      | 2                       | 4                        | 11                    | 219   | 131                    | 21               | 7                     | 31                | -       | -                       | 3                        | 26                    |
| Groceries (general line)                                 | 71    | 65                     | 2                      | -                | -                     | 1       | -                       | -                        | 3                     | 22    | 20                     | -                | -                     | 1                 | -       | -                       | -                        | 1                     |
| Confectionery and soft drinks                            | 153   | 102                    | 28                     | 3                | -                     | -       | -                       | -                        | -                     | 45    | 26                     | 2                | -                     | -                 | -       | -                       | -                        | 17                    |
| Fish and sea foods                                       | 51    | 48                     | -                      | -                | -                     | 1       | 1                       | -                        | 1                     | 15    | 14                     | -                | -                     | -                 | -       | -                       | -                        | 1                     |
| Meats and meat products                                  | 68    | 47                     | 1                      | 16               | -                     | -       | 1                       | 2                        | 1                     | 24    | 17                     | 4                | -                     | -                 | -       | -                       | 2                        | 1                     |
| Other food and grocery specialties                       | 298   | 161                    | 9                      | 75               | 8                     | 37      | -                       | 2                        | 6                     | 113   | 54                     | 15               | 7                     | 30                | -       | -                       | 1                        | 6                     |
| <b>Hardware</b>  | 26    | 23                     | -                      | 2                | 1                     | -       | -                       | -                        | -                     | 15    | 12                     | 2                | 1                     | -                 | -       | -                       | -                        | -                     |
| Hardware (general line)                                  | 13    | 13                     | -                      | -                | -                     | -       | -                       | -                        | -                     | 3     | 3                      | -                | -                     | -                 | -       | -                       | -                        | -                     |
| Hardware (specialty lines)                               | 13    | 10                     | -                      | 2                | 1                     | -       | -                       | -                        | -                     | 12    | 9                      | 2                | 1                     | -                 | -       | -                       | -                        | -                     |
| <b>Jewelry and optical goods</b>                         | 27    | 19                     | -                      | 7                | -                     | 1       | -                       | -                        | -                     | 15    | 11                     | 3                | -                     | 1                 | -       | -                       | -                        | -                     |
| Jewelry (general line)                                   | 7     | 7                      | -                      | -                | -                     | -       | -                       | -                        | -                     | 6     | 6                      | -                | -                     | 1                 | -       | -                       | -                        | -                     |
| Diamonds and other precious stones                       | 1     | 4                      | -                      | 1                | -                     | -       | -                       | -                        | -                     | 4     | 4                      | -                | -                     | -                 | -       | -                       | -                        | -                     |
| Other jewelry specialties                                | 5     | 4                      | -                      | -                | -                     | -       | -                       | -                        | -                     | 4     | 4                      | -                | -                     | -                 | -       | -                       | -                        | -                     |
| Optical goods  | 14    | 8                      | -                      | 6                | -                     | -       | -                       | -                        | -                     | 4     | 1                      | 3                | -                     | -                 | -       | -                       | -                        | -                     |
| <b>Lumber and building materials (other than metal)</b>  | 83    | 51                     | 6                      | 7                | 2                     | 7       | 1                       | 6                        | 3                     | 42    | 19                     | 6                | 1                     | 4                 | -       | -                       | 5                        | 7                     |
| Lumber and millwork                                      | 26    | 12                     | 3                      | 2                | -                     | 6       | 1                       | -                        | 2                     | 11    | 5                      | 1                | -                     | 4                 | -       | -                       | -                        | 3                     |
| Asbestos products  | 2     | 1                      | -                      | 1                | -                     | -       | -                       | -                        | -                     | 2     | 1                      | 1                | -                     | -                 | -       | -                       | -                        | -                     |
| Brick and tile   | 5     | 3                      | 1                      | -                | -                     | -       | -                       | 1                        | -                     | 1     | -                      | -                | -                     | -                 | -       | -                       | -                        | 1                     |
| Cement   | 8     | 6                      | -                      | 2                | -                     | -       | -                       | -                        | -                     | 3     | 1                      | 2                | -                     | -                 | -       | -                       | -                        | 1                     |
| Glass  | 30    | 29                     | -                      | 1                | -                     | -       | -                       | -                        | -                     | 6     | 5                      | 1                | -                     | -                 | -       | -                       | -                        | -                     |
| All other  | 12    | -                      | 2                      | 1                | 2                     | 1       | -                       | 5                        | 1                     | 19    | 9                      | 1                | 1                     | -                 | -       | -                       | 5                        | 3                     |
| <b>Machinery, eq't. and supplies (except electrical)</b> | 245   | 124                    | -                      | 52               | 23                    | 3       | 1                       | 41                       | 1                     | 180   | 84                     | 32               | 20                    | 3                 | 1       | 39                      | 1                        | 1                     |
| Commercial machinery, eq't. & supplies                   | 54    | 26                     | -                      | 14               | 3                     | 1       | -                       | 10                       | -                     | 37    | 16                     | 8                | 3                     | 1                 | -       | 9                       | -                        | -                     |
| Construction machinery, eq't. & supplies                 | 18    | 6                      | -                      | 4                | 4                     | -       | -                       | 4                        | -                     | 15    | 5                      | 2                | 4                     | -                 | -       | 4                       | -                        | -                     |
| Farm and dairy machinery, equipment and supplies         | 26    | 12                     | -                      | 13               | -                     | 1       | -                       | -                        | -                     | 6     | 2                      | 3                | -                     | 1                 | -       | -                       | -                        | -                     |
| Industrial machinery, eq't. & supplies                   | 96    | 40                     | -                      | 13               | 14                    | 1       | 1                       | 26                       | 1                     | 83    | 30                     | 12               | 13                    | 1                 | 1       | 25                      | 1                        | 1                     |
| Bottles and bottling equipment                           | 5     | 5                      | -                      | -                | -                     | -       | -                       | -                        | -                     | 3     | 3                      | -                | -                     | -                 | -       | -                       | -                        | -                     |
| Machine tools  | 6     | 4                      | -                      | -                | -                     | -       | -                       | -                        | -                     | 5     | 3                      | -                | -                     | -                 | -       | -                       | -                        | -                     |
| Mechanical rubber goods                                  | 6     | 5                      | -                      | -                | -                     | -       | -                       | -                        | -                     | 6     | 5                      | -                | -                     | -                 | -       | -                       | 1                        | -                     |
| Mill and mine supplies (general line)                    | 8     | 5                      | -                      | -                | 2                     | -       | -                       | 1                        | -                     | 6     | 3                      | -                | 2                     | -                 | -       | -                       | 1                        | 1                     |
| All other  | 71    | 21                     | -                      | 13               | 12                    | 1       | 1                       | 22                       | 1                     | 63    | 16                     | 12               | 11                    | 1                 | 1       | 21                      | 1                        | -                     |
| <b>Professional equipment and supplies</b>               | 23    | 14                     | -                      | 7                | 2                     | -       | -                       | -                        | -                     | 16    | 10                     | 6                | -                     | -                 | -       | -                       | -                        | -                     |
| <b>Service equipment and supplies</b>                    | 26    | 25                     | -                      | 1                | -                     | -       | -                       | -                        | -                     | 21    | 20                     | 1                | -                     | -                 | -       | -                       | -                        | -                     |
| Barber and beauty parlor                                 | 9     | 9                      | -                      | -                | -                     | -       | -                       | -                        | -                     | 7     | 7                      | -                | -                     | -                 | -       | -                       | -                        | -                     |
| Laundry  | 2     | 1                      | -                      | 1                | -                     | -       | -                       | -                        | -                     | 2     | 1                      | 1                | -                     | -                 | -       | -                       | -                        | -                     |
| All other  | 15    | 15                     | -                      | -                | -                     | -       | -                       | -                        | -                     | 12    | 12                     | -                | -                     | -                 | -       | -                       | -                        | -                     |
| <b>Transportation equipment and supplies</b>             | 2     | 1                      | -                      | -                | -                     | -       | -                       | 1                        | -                     | 2     | 1                      | -                | -                     | -                 | -       | -                       | 1                        | -                     |
| <b>Metals (except scrap)</b>                             | 29    | 11                     | -                      | 6                | 5                     | 1       | -                       | 5                        | 1                     | 27    | 10                     | 5                | 5                     | 1                 | -       | -                       | 5                        | 1                     |
| Iron and steel   | 15    | 6                      | -                      | 2                | 4                     | 1       | -                       | 2                        | -                     | 14    | 5                      | 2                | 4                     | 1                 | -       | -                       | 1                        | 2                     |
| Sheet metal products                                     | 5     | 2                      | -                      | 1                | -                     | -       | -                       | 1                        | 1                     | 4     | 2                      | -                | -                     | -                 | -       | -                       | -                        | 1                     |
| Other metal and metal work                               | 9     | 3                      | -                      | 3                | 1                     | -       | -                       | 2                        | -                     | 9     | 3                      | 3                | 1                     | -                 | -       | -                       | 2                        | -                     |
| <b>Paper and its products</b>                            | 57    | 46                     | -                      | 4                | 1                     | -       | -                       | 6                        | -                     | 27    | 17                     | 3                | 1                     | -                 | -       | -                       | 6                        | -                     |
| <b>Petroleum and its products</b>                        | 1,045 | 63                     | 15                     | -                | -                     | -       | -                       | 1                        | 966                   | 40    | 19                     | -                | -                     | -                 | -       | -                       | -                        | 21                    |



## WHOLESALE DISTRIBUTION: 1933

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Business

TABLE 24. - STATE OF WISCONSIN

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Kind of Business                          | Total | THE STATE              |                         |             |                |                   |         |                         |                         |                       | Total | MILWAUKEE              |                |   |         |                         |                         |                       |   |   |
|---|-------|------------------------|-------------------------|-------------|----------------|-------------------|---------|-------------------------|-------------------------|-----------------------|-------|------------------------|----------------|---|---------|-------------------------|-------------------------|-----------------------|---|---|
|   |       | Wholesale<br>merchants | Commission<br>merchants | Wholesalers | With<br>stocks | Without<br>stocks | Brokers | Commission<br>merchants | Manufacturers<br>agents | All other<br>types 1/ |       | Wholesale<br>merchants | With<br>stocks | Mfg. ests.<br>branches<br>Without<br>stocks | Brokers | Commission<br>merchants | Manufacturers<br>agents | All other<br>types 1/ |   |   |
| Plumbing and heating eq't. and supplies   | 46    | 25                     | -                       | -           | 9              | 2                 | 1       | -                       | -                       | 9                     | -     | -                      | -              | -   | -       | -                       | -                       | 8                     | - | - |
| Heating equipment (general line)          | 7     | 5                      | -                       | -           | -              | -                 | -       | -                       | -                       | -                     | -     | -                      | -              | -   | -       | -                       | -                       | 1                     | - | - |
| Plumbing and heating eq't. (general line) | 19    | 14                     | -                       | -           | 4              | 1                 | -       | -                       | -                       | -                     | -     | -                      | -              | -   | -       | -                       | -                       | -                     | - | - |
| Stoves and ranges                         | 12    | 8                      | -                       | -           | 3              | -                 | 1       | -                       | -                       | -                     | -     | -                      | -              | -   | -       | -                       | -                       | -                     | - | - |
| All other                                 | 8     | -                      | -                       | -           | -              | -                 | -       | -                       | -                       | 8                     | -     | -                      | -              | -   | -       | -                       | -                       | -                     | - | - |
| Tobacco and its products (except leaf)    | 47    | 37                     | 5                       | 2           | 2              | 1                 | -       | -                       | -                       | -                     | -     | -                      | -              | -   | -       | -                       | -                       | -                     | - | 1 |
| Waste materials                           | 102   | 101                    | -                       | -           | -              | 1                 | -       | -                       | -                       | -                     | -     | -                      | -              | -   | -       | -                       | -                       | -                     | - | - |
| Iron and steel (scrap)                    | 22    | 22                     | -                       | -           | -              | -                 | -       | -                       | -                       | -                     | -     | -                      | -              | -   | -       | -                       | -                       | -                     | - | - |
| Junk and scrap (general line)             | 54    | 53                     | -                       | -           | 1              | -                 | -       | -                       | -                       | -                     | -     | -                      | -              | -   | -       | -                       | -                       | -                     | - | - |
| Waste paper, rags and rubber              | 26    | 26                     | -                       | -           | -              | -                 | -       | -                       | -                       | -                     | -     | -                      | -              | -   | -       | -                       | -                       | -                     | - | - |
| All other products                        | 284   | 204                    | 19                      | 27          | 4              | 4                 | 3       | 17                      | 6                       | 102                   | 70    | 7                      | 3              | 1   | 2       | 18                      | 6                       | -                     | - | - |
| Bags and bagging                          | 5     | 4                      | -                       | 1           | -              | -                 | -       | -                       | -                       | 4                     | 3     | 1                      | -              | -   | -       | -                       | -                       | -                     | - | - |
| Bear                                      | 119   | 76                     | 15                      | 21          | 1              | 1                 | 1       | 4                       | -                       | 17                    | 14    | 1                      | -              | -   | -       | -                       | -                       | -                     | - | - |
| Books and periodicals                     | 5     | 4                      | -                       | 1           | -              | -                 | -       | -                       | -                       | 4                     | 3     | -                      | -              | -   | -       | -                       | -                       | -                     | - | - |
| Cordage and twine                         | 1     | -                      | -                       | 1           | -              | -                 | -       | -                       | -                       | 1                     | 1     | -                      | -              | -   | -       | -                       | -                       | -                     | - | - |
| Flowers and nursery stock                 | 11    | 9                      | -                       | -           | -              | -                 | 2       | -                       | -                       | 6                     | 4     | -                      | -              | -   | -       | -                       | -                       | -                     | - | - |
| Forest products (except lumber)           | 21    | 18                     | -                       | -           | -              | 2                 | -       | 1                       | 9                       | 8                     | -     | -                      | -              | -   | -       | -                       | -                       | -                     | - | - |
| Leather                                   | 20    | 8                      | -                       | 1           | 1              | -                 | -       | 6                       | 4                       | 18                    | 6     | 1                      | 1              | 1   | 1       | 1                       | 1                       | 1                     | 1 | 1 |
| Leather goods                             | 18    | 13                     | -                       | 1           | 1              | -                 | -       | 3                       | -                       | 12                    | 7     | 1                      | 1              | 1   | 1       | 1                       | 1                       | 1                     | 1 | 1 |
| Newspapers and magazines                  | 16    | 13                     | 2                       | -           | 1              | -                 | 1       | -                       | -                       | 5                     | 4     | -                      | -              | -   | -       | -                       | -                       | -                     | - | - |
| Rubber goods (general line)               | 3     | 1                      | -                       | 1           | -              | -                 | -       | -                       | 1                       | 2                     | 1     | 1                      | -              | -   | -       | -                       | -                       | -                     | - | - |
| Wines and spirituous liquors              | 41    | 39                     | -                       | -           | -              | -                 | -       | -                       | -                       | 12                    | 12    | -                      | -              | -   | -       | -                       | -                       | -                     | - | - |
| Miscellaneous kinds of business           | 24    | 19                     | 2                       | 1           | -              | -                 | -       | 2                       | -                       | 12                    | 8     | 1                      | -              | -   | -       | -                       | -                       | -                     | - | - |

1/ The "All other types" consists of the following:

|  | THE STATE | MILWAUKEE |   | THE STATE | MILWAUKEE |
|--|-----------|-----------|---|-----------|-----------|
| Importers  | 5         | 5         | Assemblers and country buyers (continued) |           |           |
| Piece goods  | 1         | 1         | Livestock                                 | 117       | -         |
| Fruits and vegetables (fresh)                      | 1         | 1         | Tobacco (leaf)                            | 8         | 1         |
| Furniture  | 1         | 1         | Wool and mohair                           | 1         | -         |
| Other food and grocery specialties                 | 2         | 2         | Dairy products (general line)             | 7         | -         |
| Limited function wholesalers                       | -         | -         | Butter                                    | 7         | -         |
| Other chemicals                                    | -         | 1         | Cheese                                    | 20        | -         |
| Coal   | -         | 4         | Milk and cream                            | 7         | -         |
| Confessionary and soft drinks                      | -         | 17        | Poultry and poultry products              | 57        | 3         |
| Other food and grocery specialties                 | -         | 2         | Dairy and poultry products                | 14        | -         |
| Lumber and millwork                                | -         | 30        | Fruits and vegetables (fresh)             | 119       | -         |
| Brick and tile                                     | -         | 1         | Other farm products-consumer goods        | 3         | -         |
| Other lumber and building materials                | -         | 2         | Feed                                      | 1         | -         |
| Tobacco and its products (except leaf)             | -         | 1         | Other farm supplies                       | 1         | -         |
| Miscellaneous kinds of business                    | -         | 1         | Fish and sea foods                        | 1         | 1         |
| Selling agents                                     | 12        | 12        | Other food and grocery specialties        | 2         | 1         |
| Coal   | 1         | 1         | Cooperative marketing associations        | 277       | 3         |
| Other food and grocery specialties                 | 1         | 1         | Corn                                      | 3         | -         |
| Lumber and millwork                                | 2         | 2         | Livestock                                 | 23        | 1         |
| Other lumber and building materials                | 1         | 1         | Tobacco (leaf)                            | 12        | -         |
| Other industrial machinery, equipment and supplies | 1         | 1         | Dairy products (general line)             | 31        | 1         |
| Sheet metal products                               | 1         | 1         | Butter                                    | 29        | -         |
| Forest products (except lumber)                    | 1         | 1         | Cheese                                    | 103       | -         |
| Leather  | 4         | 4         | Milk and cream                            | 55        | -         |
| Other agents                                       | 3         | 2         | Poultry and poultry products              | 4         | -         |
| Livestock  | 1         | -         | Dairy and poultry products                | 1         | -         |
| Furniture  | 2         | 2         | Fruits and vegetables (fresh)             | 2         | 1         |
| Bulk tank stations (petroleum)                     | 933       | 21        | Other farm products (consumer goods)      | 1         | -         |
| Chain store warehouses                             | 20        | 2         | Feed                                      | 8         | -         |
| Fruits and vegetables (fresh)                      | 15        | -         | Other food and grocery specialties        | 1         | -         |
| Feed   | 1         | -         | Petroleum and its products                | 3         | -         |
| Groceries (general line)                           | 3         | 1         | Miscellaneous kinds of business           | 1         | -         |
| Meats and meat products                            | 1         | 1         | Elevators                                 | 32        | 1         |
| Assemblers and country buyers                      | 397       | 7         | Grain                                     | 30        | 1         |
| Grain  | -         | 7         | Feed                                      | 2         | -         |
| Hides, skins, and furs (raw)                       | 21        | 1         | Cream stations                            | 19        | 1         |
| Horses and mules                                   | 5         | -         | Butter                                    | 2         | 1         |
|  |           |           | Milk and cream                            | 13        | -         |
|  |           |           | All other dairy products                  | 3         | -         |
|  |           |           | Dairy and poultry products                | 1         | -         |

## WHOLESALE DISTRIBUTION: 1933

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Table 2 B.—STATE OF WISCONSIN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales        | TOTAL EXPENSES  |                             | Full-time<br>employees<br>(average) | PAY ROLL        |                | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|------------------|-----------------|-----------------------------|-------------------------------------|-----------------|----------------|------------------------------------|
|   |                                       |                  | Amount          | Per-<br>cent<br>of<br>sales |                                     | Total           | Part-<br>time  |                                    |
| <b>THE STATE</b>  | <b>4,273</b>                          | <b>\$541,783</b> | <b>\$75,282</b> | <b>13.9</b>                 | <b>23,842</b>                       | <b>\$35,420</b> | <b>\$1,385</b> | <b>\$65,686</b>                    |
| Wholesale trade proper                                      | 1,979                                 | 260,110          | 44,964          | 17.3                        | 15,640                              | 21,966          | 885            | 39,267                             |
| Manufacturers' sales branches                               | 340                                   | 86,678           | 13,734          | 15.8                        | 3,561                               | 6,041           | 74             | 8,031                              |
| Agents and brokers  | 246                                   | 89,895           | 2,250           | 2.5                         | 609                                 | 1,142           | 86             | 615                                |
| All other types   | 1,708                                 | 105,100          | 14,334          | 13.6                        | 4,032                               | 6,271           | 340            | 17,773                             |
| <b>WHOLESALE TRADING</b>                                    |                                       |                  |                 |                             |                                     |                 |                |                                    |
| Amusement and sporting goods                                | 19                                    | 527              | 216             | 41.0                        | 62                                  | 94              | 9              | 111                                |
| Moving picture films  | 3                                     | 56               | 51              | 12                          | 15                                  | -               | -              | 9                                  |
| Toys, novelties, and fireworks                              | 7                                     | 178              | 77              | 28                          | 40                                  | 4               | 4              | 30                                 |
| All other   | 9                                     | 293              | 88              | 28                          | 22                                  | 59              | 5              | 72                                 |
| Automotive products   | 135                                   | 7,055            | 2,068           | 29.3                        | 854                                 | 1,105           | 33             | 1,998                              |
| Automobiles and other motor vehicles                        | 10                                    | 1,264            | 249             | 19.7                        | 109                                 | 106             | 3              | 159                                |
| Automobile equipment, accessories and parts                 | 107                                   | 4,837            | 1,598           | 32.8                        | 665                                 | 911             | 29             | 1,644                              |
| Tires and tubes   | 18                                    | 954              | 221             | 23.2                        | 80                                  | 98              | 1              | 195                                |
| Chemicals   | 30                                    | 1,569            | 553             | 35.2                        | 128                                 | 199             | 6              | 479                                |
| Paints and varnishes  | 23                                    | 1,396            | 525             | 37.6                        | 115                                 | 182             | 6              | 463                                |
| All other   | 7                                     | 175              | 28              | 15.9                        | 13                                  | 15              | -              | 16                                 |
| Clothing and furnishings                                    | 54                                    | 6,074            | 927             | 15.3                        | 419                                 | 526             | 11             | 1,008                              |
| Clothing and furnishings (general line)                     | 4                                     | 178              | 27              | 15.2                        | 11                                  | 15              | -              | 46                                 |
| Clothing, men's and boys'                                   | 5                                     | 527              | 114             | 21.6                        | 53                                  | 54              | -              | 109                                |
| Furnishings (general line)                                  | 6                                     | 366              | 51              | 13.9                        | 15                                  | 19              | 4              | 113                                |
| Furnishings, men's and boys'                                | 10                                    | 392              | 99              | 25.3                        | 50                                  | 60              | 1              | 91                                 |
| Hosiery   | 5                                     | 293              | 36              | 12.3                        | 13                                  | 15              | -              | 49                                 |
| Millinery and millinery supplies                            | 4                                     | 77               | 19              | 24.6                        | 10                                  | 9               | -              | 3                                  |
| Shoes and other footwear                                    | 14                                    | 4,122            | 544             | 13.2                        | 251                                 | 333             | 6              | 574                                |
| All other   | 6                                     | 119              | 37              | 30.9                        | 16                                  | 21              | -              | 23                                 |
| Coal  | 32                                    | 24,088           | 4,632           | 19.2                        | 1,316                               | 1,996           | 21             | 7,501                              |
| Drugs and drug sundries                                     | 21                                    | 4,612            | 855             | 18.5                        | 320                                 | 439             | 7              | 948                                |
| Drugs (general line)  | 6                                     | 2,975            | 550             | 18.5                        | 121                                 | 295             | 4              | 645                                |
| Drugs (specialty lines)                                     | 4                                     | 1,968            | 81              | 4.1                         | 22                                  | 33              | 1              | 72                                 |
| All other   | 11                                    | 1,439            | 274             | 19.1                        | 107                                 | 170             | 2              | 231                                |
| Dry goods   | 24                                    | 1,901            | 449             | 23.6                        | 183                                 | 220             | 23             | 498                                |
| Knit goods  | 6                                     | 684              | 154             | 22.5                        | 47                                  | 62              | 2              | 151                                |
| Notions   | 6                                     | 83               | 27              | 32.5                        | 11                                  | 13              | 4              | 18                                 |
| Piece goods   | 7                                     | 903              | 156             | 17.3                        | 88                                  | 97              | 12             | 194                                |
| All other   | 5                                     | 331              | 110             | 33.2                        | 37                                  | 48              | 5              | 126                                |
| Electrical goods  | 58                                    | 7,164            | 1,695           | 23.7                        | 545                                 | 627             | 16             | 1,624                              |
| Electrical appliances, equipment and supplies               | 40                                    | 5,729            | 1,356           | 23.7                        | 441                                 | 661             | 13             | 1,462                              |
| Radios and radio equipment                                  | 13                                    | 968              | 209             | 21.6                        | 67                                  | 102             | 2              | 108                                |
| Refrigerators   | 5                                     | 467              | 130             | 27.8                        | 37                                  | 64              | 1              | 54                                 |
| Farm products—raw materials                                 | 42                                    | 4,784            | 953             | 19.9                        | 282                                 | 405             | 48             | 4,275                              |
| Grain   | 11                                    | 2,037            | 592             | 29.1                        | 105                                 | 218             | 3              | 3,573                              |
| Hides, skins, and furs (raw)                                | 12                                    | 1,658            | 141             | 8.5                         | 43                                  | 59              | 2              | 125                                |
| Livestock   | 4                                     | 114              | 5               | 4.4                         | -                                   | -               | -              | -                                  |
| Tobacco (leaf)  | 13                                    | 707              | 207             | 29.3                        | 131                                 | 182             | 43             | 553                                |
| All other   | 2                                     | 265              | 6               | 2.3                         | 3                                   | 3               | -              | 24                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF WISCONSIN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALE TRADERS (continued)                               |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 281                                   | \$55,553  | \$8,783        | 15.7                        | 2,867                               | \$4,147  | \$222         | \$2,165                            |
| Dairy products (general line)                               | 56                                    | 12,059    | 4,409          |                             | 1,640                               | 2,473    | 127           | 292                                |
| Butter  | 10                                    | 722       | 91             |                             | 33                                  | 30       | 2             | 4                                  |
| Cheese  | 46                                    | 15,354    | 998            |                             | 284                                 | 373      | 20            | 1,145                              |
| Milk and cream  | 10                                    | 1,803     | 94             |                             | 14                                  | 31       | 6             | 1                                  |
| All other dairy products                                    | 13                                    | 989       | 353            |                             | 91                                  | 140      | 3             | 5                                  |
| Poultry and poultry products                                | 29                                    | 1,339     | 144            |                             | 62                                  | 54       | 8             |                                    |
| Dairy and poultry products                                  | 17                                    | 3,395     | 318            |                             | 95                                  | 162      | 15            | 121                                |
| Fruits and vegetables (fresh)                               | 100                                   | 17,692    | 1,976          |                             | 649                                 | 884      | 41            | 575                                |
| Farm supplies   | 44                                    | 5,261     | 1,027          | 19.5                        | 278                                 | 434      | 25            | 1,354                              |
| Feed  | 30                                    | 2,147     | 256            |                             | 95                                  | 120      | 9             | 189                                |
| All other   | 14                                    | 3,114     | 771            |                             | 183                                 | 314      | 16            | 1,175                              |
| Furniture and house furnishings                             | 25                                    | 1,354     | 508            | 22.7                        | 99                                  | 125      | 10            | 401                                |
| China, glassware and crockery                               | 5                                     | 118       | 40             |                             | 9                                   | 17       | 4             | 44                                 |
| Furniture   | 5                                     | 269       | 56             |                             | 19                                  | 31       | -             | 76                                 |
| House furnishings (except floor coverings)                  | 12                                    | 721       | 150            |                             | 58                                  | 66       | 6             | 218                                |
| All other   | 3                                     | 246       | 62             |                             | 12                                  | 11       | -             | 63                                 |
| Groceries and foods (except farm products)                  | 465                                   | 79,410    | 9,450          | 11.9                        | 3,304                               | 4,652    | 200           | 2,988                              |
| Groceries (general line)                                    | 67                                    | 33,672    | 3,971          |                             | 1,566                               | 2,270    | 37            | 71                                 |
| Confectionery and soft drinks                               | 130                                   | 4,654     | 745            |                             | 279                                 | 325      | 18            | 274                                |
| Fish and sea foods  | 48                                    | 1,113     | 366            |                             | 151                                 | 180      | 43            | 99                                 |
| Meats and meat products                                     | 48                                    | 16,078    | 1,057          |                             | 448                                 | 583      | 10            | 283                                |
| Other food and grocery specialties                          | 172                                   | 23,888    | 3,511          |                             | 869                                 | 1,270    | 92            | 2,261                              |
| Hardware  | 23                                    | 10,248    | 2,184          | 21.3                        | 890                                 | 1,331    | 22            | 3,664                              |
| Hardware (general line)                                     | 13                                    | 7,232     | 1,739          |                             | 729                                 | 1,052    | 18            | 3,214                              |
| Hardware (specialty lines)                                  | 10                                    | 3,016     | 445            |                             | 151                                 | 279      | 4             | 450                                |
| Jewelry and optical goods                                   | 19                                    | 650       | 166            | 28.6                        | 84                                  | 105      | 1             | 118                                |
| Jewelry (general line)                                      | 7                                     | 304       | 43             |                             | 26                                  | 26       | -             | 57                                 |
| Other jewelry specialties                                   | 4                                     | 110       | 34             |                             | 16                                  | 13       | 1             | 29                                 |
| Optical goods   | 8                                     | 236       | 109            |                             | 42                                  | 66       | -             | 32                                 |
| Lumber and building materials (other than metal)            | 57                                    | 3,290     | 881            | 26.9                        | 253                                 | 436      | 37            | 1,347                              |
| Lumber and millwork   | 15                                    | 1,027     | 184            |                             | 37                                  | 85       | 14            | 568                                |
| Cement  | 3                                     | 204       | 50             |                             | 17                                  | 21       | -             | 74                                 |
| Glass   | 6                                     | 608       | 251            |                             | 79                                  | 140      | 3             | 181                                |
| All other   | 33                                    | 1,441     | 396            |                             | 130                                 | 190      | 20            | 524                                |
| Machinery, equipment and supplies (except electrical)       | 124                                   | 9,007     | 2,177          | 24.2                        | 737                                 | 1,063    | 33            | 2,449                              |
| Commercial machinery, equipment and supplies                | 26                                    | 955       | 307            |                             | 76                                  | 116      | 5             | 170                                |
| Construction machinery, equipment and supplies              | 6                                     | 371       | 116            |                             | 45                                  | 61       | -             | 88                                 |
| Farm and dairy machinery and equipment                      | 12                                    | 1,177     | 213            |                             | 87                                  | 125      | 2             | 197                                |
| Industrial machinery, equipment and supplies                | 41                                    | 3,652     | 677            |                             | 173                                 | 307      | 13            | 982                                |
| Bottles and bottling equipment                              | 5                                     | 1,264     | 77             |                             | 24                                  | 31       | 3             | 315                                |
| Machine tools   | 4                                     | 61        | 30             |                             | 11                                  | 14       | 1             | 15                                 |
| Mechanical rubber goods                                     | 5                                     | 800       | 33             |                             | 12                                  | 17       | 2             | 21                                 |
| Mill and mine supplies (general line)                       | 5                                     | 648       | 136            |                             | 36                                  | 55       | 1             | 232                                |
| All other   | 22                                    | 1,479     | 401            |                             | 90                                  | 190      | 6             | 399                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF WISCONSIN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS       | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employes<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                    | Total    | Part-<br>time |                                    |
| <b>WHOLESALESAERS PROPER (continued)</b>                          |                                       |           |                |                             |                                    |          |               |                                    |
| Machinery, equipment and supplies (except electrical) (continued) |                                       |           |                |                             |                                    |          |               |                                    |
| Professional equipment and supplies                               | 14                                    | \$1,543   | \$440          |                             | 196                                | \$257    | \$2           | \$581                              |
| Service equipment and supplies                                    | 25                                    | 1,309     | 424            |                             | 160                                | 197      | 11            | 431                                |
| Barber and beauty parlor equipment and supplies                   | 9                                     | 306       | 109            |                             | 41                                 | 37       | 1             | 54                                 |
| All other   | 16                                    | 1,003     | 315            |                             | 119                                | 160      | 10            | 377                                |
| Metals (except scrap)   | 11                                    | 4,149     | 1,694          | 40.8                        | 646                                | 901      | 2             | 1,123                              |
| Iron and steel  | 6                                     | 2,638     | 1,455          |                             | 572                                | 739      | 1             | 324                                |
| All other   | 5                                     | 1,461     | 239            |                             | 74                                 | 162      | 1             | 799                                |
| Paper and its products  | 46                                    | 5,518     | 891            | 16.1                        | 331                                | 489      | 8             | 875                                |
| Petroleum and its products  | 78                                    | 3,524     | 872            | 24.7                        | 249                                | 332      | 13            | 318                                |
| Plumbing and heating equipment and supplies                       | 25                                    | 2,636     | 621            | 23.6                        | 223                                | 319      | 5             | 856                                |
| Heating equipment (general line)                                  | 3                                     | 249       | 79             |                             | 27                                 | 50       | 2             | 69                                 |
| Plumbing and heating equipment (general line)                     | 14                                    | 2,251     | 508            |                             | 183                                | 255      | 2             | 747                                |
| All other   | 8                                     | 136       | 34             |                             | 13                                 | 14       | 1             | 40                                 |
| Tobacco and its products (except leaf)                            | 42                                    | 9,366     | 489            | 5.2                         | 187                                | 263      | 11            | 600                                |
| Waste materials   | 101                                   | 2,965     | 652            | 22.0                        | 240                                | 255      | 27            | 440                                |
| Iron and steel scrap  | 22                                    | 629       | 190            |                             | 38                                 | 64       | 7             | 110                                |
| Junk and scrap (general line)                                     | 55                                    | 1,079     | 179            |                             | 70                                 | 66       | 11            | 234                                |
| Waste paper, rags and rubber                                      | 26                                    | 1,257     | 283            |                             | 132                                | 183      | 9             | 106                                |
| All other products  | 223                                   | 11,615    | 2,771          | 23.9                        | 1,144                              | 1,279    | 95            | 2,227                              |
| Bags and bagging  | 4                                     | 116       | 49             |                             | 23                                 | 24       | 2             | 30                                 |
| Beer  | 91                                    | 2,136     | 486            |                             | 155                                | 168      | 16            | 130                                |
| Books and periodicals   | 4                                     | 712       | 276            |                             | 79                                 | 103      | 1             | 220                                |
| Flowers and nursery stock   | 9                                     | 371       | 102            |                             | 29                                 | 43       | 4             | 30                                 |
| Forest products (except lumber)                                   | 18                                    | 263       | 126            |                             | 64                                 | 57       | 3             | 43                                 |
| Leather   | 8                                     | 1,119     | 99             |                             | 11                                 | 30       | 2             | 162                                |
| Leather goods   | 13                                    | 667       | 108            |                             | 34                                 | 50       | 4             | 218                                |
| Newspapers and magazines  | 15                                    | 942       | 219            |                             | 131                                | 152      | 15            | 22                                 |
| Wines and spirituous liquors                                      | 39                                    | 1,253     | 222            |                             | 61                                 | 91       | 10            | 208                                |
| Miscellaneous kinds of business                                   | 22                                    | 4,036     | 1,084          |                             | 557                                | 559      | 38            | 1,164                              |
| <b>MANUFACTURERS' SALES BRANCHES</b>                              |                                       |           |                |                             |                                    |          |               |                                    |
| WITH STOCKS   | 263                                   | 62,804    | 11,811         | 18.8                        | 3,122                              | 5,116    | 59            | 8,030                              |
| Amusement and sporting goods                                      | 1                                     | 1,556     | 308            | 20.2                        | 97                                 | 172      | -             | 21                                 |
| Automotive products   | 6                                     | 2,921     | 566            | 19.3                        | 135                                | 232      | 3             | 335                                |
| Chemicals   | 10                                    | 773       | 129            | 16.6                        | 36                                 | 83       | 1             | 87                                 |
| Electrical goods  | 9                                     | 4,152     | 941            | 22.7                        | 311                                | 509      | 10            | 578                                |
| Farm products-consumer goods                                      | 9                                     | 1,248     | 220            | 17.6                        | 65                                 | 76       | 3             | 15                                 |
| Furniture and house furnishings                                   | 5                                     | 450       | 94             | 20.9                        | 29                                 | 53       | -             | 104                                |
| Groceries and foods (except farm products)                        | 94                                    | 26,963    | 2,926          | 10.9                        | 837                                | 1,405    | 15            | 2,216                              |
| Jewelry and optical goods   | 7                                     | 274       | 117            | 42.7                        | 40                                 | 48       | 1             | 24                                 |
| Lumber and building materials (other than metal)                  | 7                                     | 1,431     | 296            | 20.7                        | 104                                | 159      | -             | 264                                |
| Machinery, equipment and supplies (except electrical)             | 52                                    | 8,962     | 2,692          | 30.0                        | 889                                | 1,324    | 18            | 2,515                              |
| Metals (except scrap)   | 6                                     | 673       | 121            | 18.0                        | 60                                 | 60       | -             | 151                                |
| Paper and its products  | 4                                     | 659       | 79             | 12.4                        | 34                                 | 44       | -             | 61                                 |
| Plumbing and heating equipment and supplies                       | 9                                     | 1,010     | 321            | 31.8                        | 86                                 | 137      | 3             | 353                                |
| All other kinds of business                                       | 37                                    | 11,772    | 3,008          | 25.5                        | 423                                | 764      | 5             | 1,306                              |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF WISCONSIN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>MANUFACTURERS' SALES BRANCHES</b><br>(continued)         |                                       |           |                |                             |                                     |          |               |                                    |
| <u>WITHOUT STOCKS</u>                                       |                                       |           |                |                             |                                     |          |               |                                    |
|   | 77                                    | \$23,874  | \$1,923        | 8.1                         | 439                                 | \$925    | \$15          | \$1                                |
| Amusement and sporting goods                                | 4                                     | 755       | 198            | 26.2                        | 71                                  | 111      | -             | -                                  |
| Chemicals   | 4                                     | 38        | 11             | 34.4                        | 4                                   | 5        | -             | -                                  |
| Clothing and furnishings                                    | 5                                     | 3,685     | 410            | 11.1                        | 33                                  | 151      | 5             | -                                  |
| Electrical goods  | 9                                     | 1,299     | 146            | 11.2                        | 29                                  | 72       | -             | -                                  |
| Groceries and foods (except farm products)                  | 8                                     | 716       | 202            | 28.2                        | 25                                  | 70       | 1             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 23                                    | 4,742     | 426            | 9.0                         | 84                                  | 195      | 5             | -                                  |
| Metals (except scrap)                                       | 5                                     | 3,304     | 95             | 2.9                         | 23                                  | 49       | 1             | -                                  |
| All other kinds of business                                 | 19                                    | 9,342     | 435            | 4.7                         | 170                                 | 272      | 3             | 1                                  |
| <u>AGENTS AND BROKERS</u>                                   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 71                                    | 49,859    | 697            | 1.4                         | 159                                 | 355      | 9             | 103                                |
| Farm products—raw materials                                 | 6                                     | 2,505     | 19             | 0.8                         | 3                                   | 8        | 3             | -                                  |
| Farm products—consumer goods                                | 3                                     | 2,373     | 34             | 1.4                         | 6                                   | 12       | 1             | -                                  |
| Groceries and foods (except farm products)                  | 39                                    | 41,556    | 524            | 1.3                         | 122                                 | 300      | 5             | 101                                |
| Lumber and building materials (other than metal)            | 7                                     | 302       | 23             | 7.6                         | 3                                   | 5        | -             | 2                                  |
| Machinery, equipment and supplies (except electrical)       | 3                                     | 351       | 16             | 4.4                         | 2                                   | 5        | -             | -                                  |
| All other kinds of business                                 | 13                                    | 2,762     | 81             | 2.9                         | 23                                  | 23       | -             | -                                  |
| <u>COMMISSION MERCHANTS</u>                                 |                                       |           |                |                             |                                     |          |               |                                    |
|   | 58                                    | 32,254    | 970            | 3.0                         | 226                                 | 507      | 45            | 455                                |
| Farm products—raw materials                                 | 24                                    | 28,135    | 560            | 2.0                         | 126                                 | 290      | 28            | 255                                |
| Farm products—consumer goods                                | 26                                    | 3,305     | 303            | 9.2                         | 115                                 | 148      | 15            | 96                                 |
| All other kinds of business                                 | 8                                     | 814       | 107            | 13.1                        | 45                                  | 69       | 2             | 104                                |
| <u>MANUFACTURERS' AGENTS</u>                                |                                       |           |                |                             |                                     |          |               |                                    |
|   | 102                                   | 3,907     | 396            | 10.1                        | 119                                 | 187      | 23            | 52                                 |
| Chemicals   | 3                                     | 74        | 16             | 21.6                        | 5                                   | 10       | 6             | 1                                  |
| Electrical goods  | 3                                     | 184       | 15             | 8.2                         | 4                                   | 9        | -             | 2                                  |
| Groceries and foods (except farm products)                  | 4                                     | 195       | 9              | 4.6                         | 4                                   | 5        | -             | -                                  |
| Lumber and building materials (other than metal)            | 6                                     | 76        | 11             | 14.5                        | 1                                   | 4        | 2             | 2                                  |
| Machinery, equipment and supplies (except electrical)       | 41                                    | 1,062     | 157            | 14.8                        | 45                                  | 73       | 10            | 10                                 |
| Metals (except scrap)                                       | 5                                     | 140       | 14             | 10.0                        | 7                                   | 4        | -             | -                                  |
| Paper and its products                                      | 6                                     | 311       | 21             | 6.8                         | 8                                   | 9        | -             | 7                                  |
| Plumbing and heating equipment and supplies                 | 9                                     | 124       | 28             | 22.6                        | 10                                  | 12       | 2             | 6                                  |
| All other kinds of business                                 | 25                                    | 1,741     | 125            | 7.2                         | 35                                  | 53       | 3             | 24                                 |
| <u>SELLING AGENTS</u>                                       |                                       |           |                |                             |                                     |          |               |                                    |
|   | 12                                    | 3,358     | 159            | 4.7                         | 37                                  | 85       | 6             | 5                                  |
| Lumber and building materials (other than metal)            | 3                                     | 78        | 19             | 24.4                        | 5                                   | 6        | -             | 2                                  |
| All other kinds of business                                 | 9                                     | 3,280     | 139            | 4.2                         | 32                                  | 79       | 6             | 3                                  |
| <u>OTHER AGENTS</u>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 3                                     | 517       | 29             | 5.6                         | 8                                   | 8        | 1             | -                                  |
| <u>ALL OTHER TYPES</u>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| <u>BULK TANK STATIONS (petroleum)</u>                       | 953                                   | 45,081    | 8,591          | 19.3                        | 2,412                               | 4,025    | 92            | 4,926                              |
| <u>CHAIN STORE WAREHOUSES</u>                               | 20                                    | 18,264    | 1,077          | 5.9                         | 179                                 | 401      | 18            | 554                                |
| Groceries and foods (except farm products)                  | 4                                     | 17,216    | 918            | 5.3                         | 132                                 | 315      | 9             | 390                                |
| All other kinds of business                                 | 16                                    | 1,048     | 159            | 15.2                        | 47                                  | 86       | 9             | 164                                |

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# WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF WISCONSIN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>ALL OTHER TYPES (continued)</b>                          |                                       |           |                |                             |                                     |          |               |                                    |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 397                                   | \$21,488  | \$1,531        | 7.1                         | 481                                 | \$572    | \$98          | \$1,852                            |
| Farm products—consumer goods                                | 159                                   | 4,456     | 405            | 9.1                         | 132                                 | 120      | 29            | 915                                |
| Farm supplies   | 232                                   | 16,929    | 1,117          | 6.6                         | 341                                 | 443      | 62            | 926                                |
| Groceries and foods (except farm products)                  | 3                                     | 85        | 5              | 5.9                         | 4                                   | 5        | 7             | 4                                  |
|   | 3                                     | 18        | 4              | 22.2                        | 4                                   | 4        | -             | 7                                  |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 277                                   | 13,955    | 1,816          | 13.0                        | 647                                 | 772      | 108           | 5,632                              |
| Farm products—consumer goods                                | 38                                    | 1,231     | 220            | 17.9                        | 40                                  | 70       | 18            | 5,378                              |
| Farm supplies   | 226                                   | 12,195    | 1,538          | 12.6                        | 583                                 | 674      | 85            | 201                                |
| All other kinds of business                                 | 8                                     | 269       | 37             | 13.8                        | 16                                  | 16       | 5             | 31                                 |
|   | 5                                     | 260       | 21             | 8.1                         | 8                                   | 12       | 2             | 22                                 |
| <b>CREAM STATIONS</b>                                       |                                       |           |                |                             |                                     |          |               |                                    |
| ELEVATORS (grain)   | 19                                    | 1,357     | 429            | 31.6                        | 154                                 | 193      | 17            | 104                                |
|   | 32                                    | 4,955     | 790            | 15.9                        | 159                                 | 305      | 7             | 4,645                              |
| <b>MILWAUKEE</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 1,214                                 | 305,275   | 41,799         | 13.7                        | 13,026                              | 20,265   | 508           | 31,398                             |
| Manufacturers' sales branches                               | 795                                   | 138,544   | 27,368         | 19.8                        | 9,396                               | 13,950   | 367           | 23,819                             |
| Agents and brokers  | 189                                   | 60,088    | 9,923          | 16.5                        | 2,422                               | 4,273    | 39            | 8,016                              |
| All other types   | 195                                   | 82,935    | 1,935          | 2.3                         | 536                                 | 1,020    | 70            | 558                                |
|   | 35                                    | 23,708    | 2,573          | 10.9                        | 670                                 | 1,022    | 12            | 1,315                              |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 15                                    | 472       | 193            | 40.9                        | 57                                  | 85       | 6             | 105                                |
| Moving picture films  | 3                                     | 56        | 51             | 12                          | 15                                  | -        | -             | 9                                  |
| Toys, novelties, and fireworks                              | 6                                     | 149       | 62             | 26                          | 34                                  | 1        | 1             | 29                                 |
| All other   | 6                                     | 257       | 80             | 19                          | 19                                  | 36       | 5             | 67                                 |
| Automotive products   | 58                                    | 3,621     | 1,123          | 31.0                        | 452                                 | 624      | 23            | 956                                |
| Automobiles   | 4                                     | 418       | 120            | 41                          | 41                                  | 52       | 2             | 72                                 |
| Automobile equipment, accessories and parts                 | 46                                    | 2,460     | 843            | 35.3                        | 353                                 | 498      | 21            | 739                                |
| Tires and tubes   | 8                                     | 743       | 160            | 58                          | 58                                  | 74       | -             | 145                                |
| Chemicals   | 18                                    | 1,210     | 392            | 32.4                        | 94                                  | 156      | 3             | 386                                |
| Paints and varnishes  | 14                                    | 1,057     | 373            | 85                          | 85                                  | 145      | 3             | 373                                |
| All other   | 4                                     | 153       | 19             | 9                           | 9                                   | 11       | -             | 13                                 |
| Clothing and furnishings                                    | 38                                    | 4,424     | 629            | 14.2                        | 208                                 | 338      | 3             | 630                                |
| Furnishings (general line)                                  | 5                                     | 339       | 43             | 11                          | 11                                  | 13       | 2             | 95                                 |
| Furnishings, men's and boys'                                | 9                                     | 271       | 68             | 30                          | 40                                  | 41       | 1             | 38                                 |
| Furnishings, women's and children's                         | 3                                     | 36        | 18             | 10                          | 10                                  | -        | -             | 7                                  |
| Hosiery   | 5                                     | 293       | 36             | 12                          | 12                                  | 15       | -             | 49                                 |
| Millinery and millinery supplies                            | 4                                     | 77        | 19             | 10                          | 9                                   | 9        | -             | 3                                  |
| Shoes and other footwear                                    | 6                                     | 2,892     | 342            | 99                          | 99                                  | 198      | -             | 340                                |
| All other   | 6                                     | 514       | 103            | 36                          | 36                                  | 52       | -             | 98                                 |
| Coal  | 14                                    | 13,025    | 2,808          | 21.6                        | 775                                 | 1,169    | 14            | 2,893                              |
| Drugs and drug sundries                                     | 15                                    | 3,875     | 744            | 19.2                        | 268                                 | 422      | 7             | 621                                |
| Drugs (general line)  | 4                                     | 2,359     | 413            | 157                         | 157                                 | 243      | 4             | 405                                |
| All other   | 11                                    | 1,515     | 328            | 117                         | 117                                 | 188      | 3             | 276                                |
| Dry goods   | 21                                    | 1,814     | 423            | 23.3                        | 166                                 | 212      | 22            | 443                                |
| Knit goods  | 6                                     | 684       | 154            | 47                          | 47                                  | 62       | 2             | 151                                |
| Notions   | 6                                     | 83        | 27             | 11                          | 11                                  | 13       | 4             | 18                                 |
| Piece goods   | 6                                     | 790       | 155            | 76                          | 76                                  | 95       | 12            | 192                                |
| All other   | 3                                     | 257       | 87             | 32                          | 32                                  | 42       | 4             | 82                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF WISCONSIN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALESAERS PROPER (continued)                           |                                       |           |                |                             |                                     |          |               |                                    |
| Electrical goods  | 36                                    | \$6,194   | \$1,414        | 22.8                        | 441                                 | \$709    | \$4           | \$1,448                            |
| Electrical appliances, equipment and<br>supplies            | 26                                    | 5,347     | 1,252          |                             | 387                                 | 627      | 3             | 1,335                              |
| Radios and radio equipment                                  | 10                                    | 847       | 162            |                             | 54                                  | 82       | 1             | 95                                 |
| Farm products—raw materials                                 | 14                                    | 3,000     | 615            | 20.5                        | 104                                 | 233      | 5             | 2,829                              |
| Grain   | 6                                     | 1,396     | 484            |                             | 64                                  | 176      | 3             | 2,688                              |
| Hides, skins, and furs (raw)                                | 4                                     | 1,467     | 97             |                             | 29                                  | 43       | 2             | 116                                |
| Tobacco (leaf)  | 4                                     | 137       | 34             |                             | 11                                  | 14       | -             | 44                                 |
| Farm products—consumer goods                                | 66                                    | 19,082    | 4,006          | 22.2                        | 1,426                               | 2,354    | 118           | 289                                |
| Dairy products (general line)                               | 7                                     | 6,688     | 2,883          |                             | 1,121                               | 1,812    | 91            | 65                                 |
| Poultry and poultry products                                | 3                                     | 41        | 9              |                             | 6                                   | 5        | -             | -                                  |
| Dairy and poultry products                                  | 8                                     | 1,374     | 165            |                             | 46                                  | 81       | 13            | 56                                 |
| Fruits and vegetables (fresh)                               | 44                                    | 8,636     | 634            |                             | 235                                 | 313      | 9             | 122                                |
| All other   | 4                                     | 1,343     | 315            |                             | 88                                  | 143      | 5             | 46                                 |
| Farm supplies   | 10                                    | 2,655     | 524            | 19.7                        | 100                                 | 217      | 2             | 785                                |
| Feed  | 4                                     | 409       | 33             |                             | 10                                  | 12       | -             | 45                                 |
| Seeds   | 6                                     | 2,246     | 491            |                             | 90                                  | 205      | 2             | 742                                |
| Furniture and house furnishings                             | 20                                    | 1,325     | 287            | 21.7                        | 93                                  | 114      | 9             | 360                                |
| China, glassware and crockery                               | 4                                     | 103       | 35             |                             | 6                                   | 15       | 4             | 38                                 |
| Furniture   | 4                                     | 265       | 46             |                             | 17                                  | 24       | -             | 43                                 |
| House furnishings (except floor<br>coverings)               | 9                                     | 711       | 144            |                             | 58                                  | 64       | 4             | 216                                |
| All other   | 3                                     | 246       | 62             |                             | 12                                  | 11       | -             | 63                                 |
| Groceries and foods (except farm products)                  | 152                                   | 37,416    | 5,087          | 13.6                        | 1,617                               | 2,397    | 71            | 3,131                              |
| Groceries (general line)                                    | 20                                    | 13,920    | 1,984          |                             | 775                                 | 1,124    | 13            | 1,963                              |
| Confectionery and soft drinks                               | 43                                    | 1,297     | 289            |                             | 99                                  | 111      | 9             | 80                                 |
| Fish and sea foods  | 14                                    | 378       | 97             |                             | 29                                  | 38       | 20            | 46                                 |
| Meats and meat products                                     | 17                                    | 4,807     | 479            |                             | 173                                 | 256      | 2             | 69                                 |
| Other food and grocery specialties                          | 58                                    | 17,014    | 2,238          |                             | 541                                 | 866      | 27            | 973                                |
| Hardware  | 12                                    | 6,951     | 1,531          | 22.0                        | 585                                 | 934      | 19            | 2,222                              |
| Hardware (general line)                                     | 3                                     | 3,966     | 1,100          |                             | 439                                 | 665      | 15            | 1,786                              |
| Hardware (specialty lines)                                  | 9                                     | 2,985     | 431            |                             | 146                                 | 269      | 4             | 436                                |
| Jewelry and optical goods                                   | 11                                    | 454       | 102            | 22.5                        | 52                                  | 52       | 1             | 81                                 |
| Jewelry (general line)                                      | 6                                     | 289       | 41             |                             | 24                                  | 24       | -             | 46                                 |
| Other jewelry specialties                                   | 5                                     | 165       | 61             |                             | 28                                  | 28       | 1             | 35                                 |
| Lumber and building materials (other than<br>retail)        | 23                                    | 1,668     | 501            | 30.0                        | 151                                 | 274      | 14            | 422                                |
| Lumber and millwork   | 4                                     | 425       | 79             |                             | 16                                  | 36       | 3             | 155                                |
| Glass   | 5                                     | 597       | 250            |                             | 78                                  | 140      | 3             | 179                                |
| All other   | 14                                    | 646       | 172            |                             | 57                                  | 98       | 8             | 88                                 |
| Machinery, equipment and supplies (except<br>electrical)    | 84                                    | 6,830     | 1,816          | 26.6                        | 602                                 | 896      | 25            | 1,782                              |
| Commercial machinery, equipment and<br>supplies             | 16                                    | 772       | 245            |                             | 52                                  | 87       | 2             | 114                                |
| Construction machinery, equipment and<br>supplies           | 5                                     | 314       | 98             |                             | 42                                  | 54       | -             | 71                                 |
| Industrial machinery, equipment and<br>supplies             | 30                                    | 2,275     | 548            |                             | 128                                 | 249      | 10            | 533                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF WISCONSIN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS       | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALESAERS PROPER (continued)</b>                          |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (except electrical) (continued) |                                       |           |                |                             |                                     |          |               |                                    |
| Bottles and bottling equipment                                    | 3                                     | \$199     | \$40           |                             | 15                                  | \$19     | \$5           | \$25                               |
| Machine tools   | 3                                     | 54        | 11             |                             | 4                                   | 5        | -             | 8                                  |
| Mechanical rubber goods   | 5                                     | 200       | 35             |                             | 12                                  | 17       | 7             | 21                                 |
| Mill and mine supplies (general line)                             | 8                                     | 576       | 124            |                             | 30                                  | 45       | 1             | 211                                |
| All other   | 16                                    | 1,284     | 340            |                             | 69                                  | 160      | 4             | 287                                |
| Professional equipment and supplies                               | 10                                    | 1,353     | 379            |                             | 166                                 | 214      | 2             | 541                                |
| Service equipment and supplies                                    | 20                                    | 1,198     | 364            |                             | 148                                 | 183      | 10            | 410                                |
| Barber and beauty parlor equipment and supplies                   | 7                                     | 247       | 89             |                             | 34                                  | 30       | 1             | 40                                 |
| All other   | 13                                    | 951       | 295            |                             | 114                                 | 153      | 9             | 370                                |
| Other machinery, equipment and supplies                           | 3                                     | 918       | 162            |                             | 66                                  | 109      | 1             | 113                                |
| Metals (except scrap)   | 10                                    | 4,145     | 1,690          | 40.8                        | 645                                 | 899      | 1             | 1,321                              |
| Iron and steel  | 5                                     | 2,635     | 1,451          |                             | 571                                 | 737      | -             | 322                                |
| All other   | 5                                     | 1,461     | 239            |                             | 74                                  | 162      | 1             | 799                                |
| Paper and its products  | 17                                    | 3,315     | 459            | 13.3                        | 138                                 | 249      | 2             | 376                                |
| Petroleum and its products  | 19                                    | 1,486     | 320            | 21.5                        | 111                                 | 167      | 4             | 164                                |
| Plumbing and heating equipment and supplies                       | 16                                    | 1,811     | 422            | 23.3                        | 160                                 | 220      | 2             | 617                                |
| Plumbing and heating equipment (general line)                     | 9                                     | 1,489     | 332            |                             | 126                                 | 169      | 1             | 528                                |
| All other   | 7                                     | 322       | 90             |                             | 34                                  | 51       | 1             | 89                                 |
| Tobacco and its products (except leaf)                            | 11                                    | 5,170     | 243            | 4.7                         | 98                                  | 145      | -             | 215                                |
| Waste materials   | 44                                    | 2,053     | 342            | 16.7                        | 178                                 | 167      | 13            | 154                                |
| Iron and steel scrap  | 5                                     | 216       | 42             |                             | 9                                   | 12       | 3             | 29                                 |
| Junk and scrap (general line)                                     | 19                                    | 704       | 94             |                             | 44                                  | 38       | 4             | 49                                 |
| Waste paper, rags and rubber                                      | 20                                    | 1,133     | 206            |                             | 125                                 | 117      | 6             | 76                                 |
| All other products  | 71                                    | 7,549     | 1,717          | 22.7                        | 805                                 | 911      | 20            | 1,730                              |
| Bags and bagging  | 3                                     | 115       | 49             |                             | 23                                  | 24       | 2             | 30                                 |
| Beer  | 14                                    | 417       | 87             |                             | 32                                  | 36       | 1             | 10                                 |
| Books and periodicals   | 3                                     | 180       | 92             |                             | 30                                  | 58       | -             | 84                                 |
| Flowers and nursery stock   | 4                                     | 317       | 66             |                             | 21                                  | 30       | 1             | 29                                 |
| Forest products (except lumber)                                   | 8                                     | 152       | 62             |                             | 27                                  | 32       | 1             | 18                                 |
| Leather   | 6                                     | 1,067     | 90             |                             | 9                                   | 25       | -             | 153                                |
| Leather goods   | 7                                     | 500       | 79             |                             | 22                                  | 36       | -             | 147                                |
| Newspapers and magazines  | 4                                     | 820       | 167            |                             | 91                                  | 123      | 2             | 16                                 |
| Wines and spirituous liquors                                      | 12                                    | 687       | 135            |                             | 36                                  | 59       | 2             | 147                                |
| Miscellaneous kinds of business                                   | 10                                    | 3,494     | 890            |                             | 511                                 | 488      | 11            | 1,096                              |
| <b>MANUFACTURERS' SALES BRANCHES</b>                              |                                       |           |                |                             |                                     |          |               |                                    |
| <b>WITH STOCKS</b>  | 127                                   | 41,374    | 6,274          | 20.0                        | 2,110                               | 5,556    | 27            | 5,706                              |
| Amusement and sporting goods                                      | 6                                     | 1,526     | 308            | 20.2                        | 97                                  | 172      | -             | 21                                 |
| Automotive products   | 7                                     | 2,922     | 564            | 19.3                        | 154                                 | 281      | 2             | 534                                |
| Chemicals   | 10                                    | 775       | 122            | 15.6                        | 36                                  | 83       | 1             | 87                                 |
| Electrical goods  | 6                                     | 1,998     | 366            | 18.3                        | 150                                 | 219      | -             | 390                                |
| Furniture and house furnishings                                   | 5                                     | 418       | 82             | 19.6                        | 17                                  | 44       | -             | 103                                |
| Groceries and foods (except farm products)                        | 21                                    | 13,833    | 1,970          | 14.2                        | 479                                 | 890      | 6             | 1,297                              |
| Jewelry and optical goods   | 3                                     | 183       | 84             | 44.7                        | 25                                  | 27       | -             | 15                                 |
| Lumber and building materials (other than metal)                  | 6                                     | 1,415     | 290            | 20.5                        | 99                                  | 156      | 1             | 257                                |



## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF WISCONSIN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>MANUFACTURERS' SALES BRANCHES</b><br>(continued)         |                                       |           |                |                             |                                     |          |               |                                    |
| WITH STOCKS (continued)                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (except electrical)       | 52                                    | \$5,268   | \$1,560        | 29.6                        | 568                                 | \$769    | \$12          | \$1,477                            |
| Metals (except scrap)                                       | 5                                     | 589       | 99             | 15.8                        | 27                                  | 50       | -             | 214                                |
| Paper and its products                                      | 5                                     | 637       | 77             | 12.1                        | 33                                  | 45       | -             | 61                                 |
| Plumbing and heating equipment and supplies                 | 7                                     | 864       | 260            | 30.1                        | 74                                  | 121      | 2             | 301                                |
| All other kinds of business                                 | 18                                    | 10,942    | 2,486          | 22.7                        | 377                                 | 661      | 3             | 1,249                              |
| WITHOUT STOCKS  |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 4                                     | 755       | 198            | 26.2                        | 71                                  | 111      | -             | -                                  |
| Clothing and furnishings                                    | 5                                     | 3,685     | 410            | 11.1                        | 53                                  | 151      | 5             | -                                  |
| Electrical goods  | 8                                     | 1,297     | 145            | 11.2                        | 28                                  | 72       | -             | -                                  |
| Groceries and foods (except farm products)                  | 7                                     | 641       | 297            | 46.3                        | 23                                  | 67       | 2             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 20                                    | 3,275     | 281            | 8.6                         | 69                                  | 164      | 5             | -                                  |
| Metals (except scrap)                                       | 5                                     | 3,304     | 95             | 2.9                         | 23                                  | 49       | 1             | -                                  |
| All other kinds of business                                 | 13                                    | 5,757     | 225            | 3.9                         | 65                                  | 123      | 1             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| <b>BROKERS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 55                                    | 45,125    | 569            | 1.3                         | 134                                 | 301      | 8             | 97                                 |
| Farm products—consumer goods                                | 4                                     | 2,424     | 16             | 0.7                         | 2                                   | 8        | 3             | -                                  |
| Groceries and foods (except farm products)                  | 3                                     | 2,373     | 34             | 1.4                         | 6                                   | 12       | 1             | -                                  |
| Lumber and building materials (other than metal)            | 31                                    | 37,219    | 452            | 1.2                         | 107                                 | 258      | 4             | 97                                 |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 180       | 5              | 2.8                         | -                                   | -        | -             | -                                  |
| All other kinds of business                                 | 3                                     | 361       | 16             | 4.4                         | 2                                   | 5        | -             | -                                  |
|   | 10                                    | 2,568     | 65             | 2.5                         | 17                                  | 18       | -             | -                                  |
| <b>COMMISSION MERCHANTS</b>                                 |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 35                                    | 30,873    | 654            | 2.2                         | 265                                 | 469      | 33            | 416                                |
| Farm products—consumer goods                                | 15                                    | 27,203    | 502            | 1.8                         | 120                                 | 274      | 15            | 240                                |
| All other kinds of business                                 | 16                                    | 2,907     | 255            | 8.6                         | 106                                 | 132      | 15            | 74                                 |
|   | 4                                     | 753       | 97             | 12.7                        | 40                                  | 65       | 2             | 102                                |
| <b>MANUFACTURERS' AGENTS</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Chemicals   | 91                                    | 3,510     | 349            | 9.9                         | 101                                 | 162      | 21            | 40                                 |
| Electrical goods  | 5                                     | 74        | 16             | 21.6                        | 5                                   | 10       | 6             | 1                                  |
| Groceries and foods (except farm products)                  | 3                                     | 184       | 15             | 8.2                         | 4                                   | 9        | -             | 2                                  |
| Lumber and building materials (other than metal)            | 3                                     | 60        | 4              | 6.7                         | 2                                   | 2        | -             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 5                                     | 70        | 9              | 12.9                        | 1                                   | 5        | 1             | 2                                  |
| Metals (except scrap)                                       | 39                                    | 1,051     | 141            | 13.4                        | 41                                  | 69       | 10            | 7                                  |
| Paper and its products                                      | 5                                     | 140       | 14             | 10.0                        | 7                                   | 4        | -             | -                                  |
| Plumbing and heating equipment and supplies                 | 6                                     | 311       | 21             | 6.8                         | 8                                   | 9        | -             | 7                                  |
| All other kinds of business                                 | 8                                     | 113       | 36             | 31.9                        | 10                                  | 15       | 2             | 6                                  |
|   | 19                                    | 1,507     | 95             | 6.2                         | 23                                  | 41       | 2             | 15                                 |
| <b>OTHER AGENTS</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 14                                    | 5,427     | 164            | 4.8                         | 32                                  | 82       | 8             | 5                                  |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| <b>BULK TANK STATIONS (petroleum)</b>                       |                                       |           |                |                             |                                     |          |               |                                    |
|   | 21                                    | 8,045     | 1,736          | 21.6                        | 501                                 | 717      | 2             | 925                                |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 7                                     | 212       | 23             | 10.8                        | 11                                  | 12       | -             | 19                                 |
| All other kinds of business                                 | 5                                     | 117       | 8              | 6.8                         | 3                                   | 3        | -             | 6                                  |
|   | 4                                     | 95        | 15             | 15.8                        | 8                                   | 9        | -             | 13                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF WISCONSIN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| ALL OTHER TYPES (continued)                                 |                                       |           |                |                             |                                     |          |               |                                    |
| COOPERATIVE MARKETING ASSOCIATIONS                          | 3                                     | \$1,431   | \$246          | 17.2                        | 88                                  | \$135    | 4             | 4                                  |
| OTHER TYPES   | 4                                     | 14,020    | 568            | 4.1                         | 70                                  | 158      | 10            | 371                                |
| CITIES OF 50,000 TO 100,000 POPULATION                      |                                       |           |                |                             |                                     |          |               |                                    |
| <u>KENOSHA</u>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 43                                    | 4,951     | 596            | 12.0                        | 216                                 | 312      | 32            | 254                                |
| Wholesalers proper  | 32                                    | 1,690     | 317            | 18.8                        | 98                                  | 142      | 23            | 181                                |
| Manufacturers' sales branches                               | 5                                     | 2,681     | 175            | 6.5                         | 96                                  | 127      | -             | 9                                  |
| All other types 1/  | 6                                     | 580       | 104            | 17.9                        | 22                                  | 43       | 4             | 64                                 |
| <u>WHOLESALE PROPER</u>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 5                                     | 332       | 88             | 23.0                        | 22                                  | 31       | 5             | 5                                  |
| Groceries and foods (except farm products)                  | 10                                    | 631       | 115            | 18.2                        | 35                                  | 56       | 14            | 97                                 |
| Waste materials   | 3                                     | 23        | 8              | 34.8                        | 3                                   | 4        | 1             | 3                                  |
| All other kinds of business 2/                              | 14                                    | 654       | 106            | 16.2                        | 38                                  | 51       | 8             | 76                                 |
| <u>MANUFACTURERS' SALES BRANCHES</u>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 3                                     | 293       | 30             | 10.2                        | 11                                  | 19       | -             | 8                                  |
| All other kinds of business                                 | 2                                     | 2,388     | 145            | 6.1                         | 85                                  | 108      | -             | 1                                  |
| <u>MADISON</u>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 98                                    | 19,165    | 2,771          | 14.4                        | 871                                 | 1,342    | 37            | 3,494                              |
| Wholesalers proper  | 63                                    | 6,893     | 1,553          | 22.5                        | 498                                 | 753      | 31            | 1,178                              |
| Manufacturers' sales branches                               | 20                                    | 7,484     | 510            | 6.8                         | 206                                 | 277      | 4             | 867                                |
| All other types 3/  | 15                                    | 4,808     | 708            | 14.7                        | 167                                 | 312      | 2             | 1,449                              |
| <u>WHOLESALE PROPER</u>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 7                                     | 418       | 140            | 33.5                        | 52                                  | 81       | 1             | 151                                |
| Chemicals   | 3                                     | 72        | 16             | 22.2                        | 5                                   | 7        | 1             | 16                                 |
| Clothing and furnishings                                    | 3                                     | 107       | 26             | 24.3                        | 8                                   | 10       | 2             | 19                                 |
| Drugs and drug sundries                                     | 3                                     | 330       | 61             | 18.5                        | 16                                  | 25       | -             | 106                                |
| Electrical goods  | 7                                     | 558       | 157            | 28.1                        | 48                                  | 59       | 1             | 84                                 |
| Farm products—consumer goods                                | 7                                     | 2,245     | 655            | 29.2                        | 197                                 | 313      | 16            | 34                                 |
| Groceries and foods (except farm products)                  | 12                                    | 1,428     | 137            | 9.6                         | 57                                  | 84       | 1             | 198                                |
| Machinery, equipment and supplies (except electrical)       | 5                                     | 204       | 43             | 21.1                        | 19                                  | 27       | 1             | 142                                |
| All other kinds of business 4/                              | 16                                    | 1,531     | 318            | 20.8                        | 96                                  | 147      | 8             | 488                                |
| <u>MANUFACTURERS' SALES BRANCHES</u>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 7                                     | 6,130     | 218            | 3.6                         | 102                                 | 123      | 2             | 616                                |
| Machinery, equipment and supplies (except electrical)       | 7                                     | 720       | 204            | 28.3                        | 77                                  | 118      | 2             | 211                                |
| All other kinds of business 5/                              | 6                                     | 634       | 88             | 13.9                        | 27                                  | 36       | -             | 40                                 |
| <u>ALL OTHER TYPES</u>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 10                                    | 1,077     | 237            | 22.0                        | 71                                  | 104      | -             | 163                                |
| All other kinds of business 5/                              | 5                                     | 3,731     | 471            | 12.6                        | 96                                  | 208      | 2             | 1,286                              |

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Table 2B.—STATE OF WISCONSIN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 50,000 TO 100,000 POPULATION (continued)          |                                       |           |                |                             |                                     |          |               |                                    |
| <b>RACINE</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 72                                    | \$5,991   | \$1,085        | 18.4                        | 341                                 | \$539    | \$23          | \$650                              |
| Wholesalers proper  | 54                                    | 3,960     | 619            | 15.6                        | 207                                 | 517      | 18            | 585                                |
| Manufacturers' sales branches                               | 7                                     | 1,108     | 295            | 26.6                        | 85                                  | 141      | 1             | 201                                |
| All other types 7/  | 11                                    | 823       | 171            | 20.8                        | 49                                  | 81       | 4             | 64                                 |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 7                                     | 564       | 77             | 13.7                        | 24                                  | 37       | 4             | 10                                 |
| Groceries and foods (except farm products)                  | 16                                    | 1,255     | 128            | 10.2                        | 53                                  | 64       | 2             | 159                                |
| Tobacco and its products (except leaf)                      | 3                                     | 618       | 24             | 3.9                         | 4                                   | 8        | —             | 34                                 |
| Waste materials   | 5                                     | 164       | 68             | 41.5                        | 13                                  | 28       | —             | 20                                 |
| All other kinds of business 9/                              | 23                                    | 1,359     | 328            | 23.7                        | 113                                 | 180      | 18            | 363                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 3                                     | 649       | 62             | 9.6                         | 23                                  | 34       | —             | 9                                  |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 459       | 233            | 50.8                        | 62                                  | 107      | 1             | 198                                |
| All other types 9/  | 11                                    | 823       | 171            | 20.8                        | 49                                  | 81       | 4             | 64                                 |
| CITIES OF 20,000 TO 50,000 POPULATION                       |                                       |           |                |                             |                                     |          |               |                                    |
| <b>APPLETON</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 35                                    | 4,416     | 839            | 19.0                        | 263                                 | 353      | 7             | 510                                |
| Wholesalers proper  | 21                                    | 3,399     | 507            | 14.9                        | 186                                 | 228      | 6             | 424                                |
| All other types   | 14                                    | 1,017     | 332            | 32.6                        | 77                                  | 124      | 1             | 86                                 |
| Farm products—consumer goods                                | 7                                     | 1,419     | 233            | 16.8                        | 60                                  | 78       | —             | 18                                 |
| Groceries and foods (except farm products)                  | 6                                     | 900       | 82             | 9.1                         | 36                                  | 50       | —             | 120                                |
| Petroleum and its products                                  | 7                                     | 774       | 249            | 32.2                        | 50                                  | 88       | —             | 75                                 |
| All other kinds of business                                 | 15                                    | 1,323     | 270            | 20.4                        | 117                                 | 136      | 7             | 297                                |
| <b>BELOIT</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 35                                    | 2,492     | 439            | 17.6                        | 154                                 | 209      | 8             | 232                                |
| Wholesalers proper  | 19                                    | 1,429     | 181            | 12.7                        | 79                                  | 105      | 7             | 158                                |
| All other types   | 16                                    | 1,063     | 257            | 24.2                        | 76                                  | 104      | 1             | 80                                 |
| Groceries and foods (except farm products)                  | 6                                     | 1,004     | 65             | 6.5                         | 31                                  | 38       | 2             | 63                                 |
| Petroleum and its products                                  | 12                                    | 648       | 138            | 21.3                        | 47                                  | 68       | —             | 56                                 |
| All other kinds of business                                 | 17                                    | 840       | 236            | 28.0                        | 76                                  | 103      | 6             | 113                                |
| <b>RAY CLAIR</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 63                                    | 5,958     | 1,427          | 24.0                        | 409                                 | 542      | 13            | 898                                |
| Wholesalers proper  | 36                                    | 4,303     | 783            | 18.2                        | 278                                 | 360      | 8             | 739                                |
| All other types   | 27                                    | 1,655     | 644            | 38.9                        | 131                                 | 182      | 5             | 159                                |
| Farm products—consumer goods                                | 5                                     | 759       | 135            | 17.8                        | 46                                  | 62       | —             | 18                                 |
| Groceries and foods (except farm products)                  | 18                                    | 1,712     | 255            | 14.9                        | 105                                 | 135      | 4             | 175                                |
| Petroleum and its products                                  | 12                                    | 479       | 115            | 24.0                        | 33                                  | 46       | 1             | 57                                 |
| All other kinds of business                                 | 28                                    | 3,008     | 922            | 30.7                        | 225                                 | 299      | 8             | 648                                |
| <b>FORD DU LAC</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 44                                    | 4,369     | 792            | 18.1                        | 232                                 | 309      | 13            | 413                                |
| Wholesalers proper  | 28                                    | 3,001     | 556            | 18.5                        | 168                                 | 218      | 11            | 331                                |
| All other types   | 16                                    | 1,368     | 236            | 17.3                        | 64                                  | 91       | 2             | 82                                 |
| Farm products—consumer goods                                | 5                                     | 1,202     | 214            | 17.8                        | 63                                  | 81       | 2             | 54                                 |
| Groceries and foods (except farm products)                  | 8                                     | 1,351     | 179            | 13.2                        | 53                                  | 71       | 1             | 157                                |
| Petroleum and its products                                  | 9                                     | 786       | 170            | 21.6                        | 44                                  | 65       | 1             | 71                                 |
| All other kinds of business                                 | 22                                    | 1,030     | 229            | 22.2                        | 72                                  | 92       | 9             | 131                                |

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 20,000 TO 50,000 POPULATION (continued)           |                                       |           |                |                             |                                     |          |               |                                    |
| <b>GREEN BAY</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 71                                    | \$21,486  | \$3,015        | 14.0                        | 1,056                               | \$1,476  | \$80          | \$4,368                            |
| Wholesalers proper  | 49                                    | 14,443    | 2,045          | 14.2                        | 731                                 | 1,002    | 59            | 3,578                              |
| All other types   | 22                                    | 7,043     | 970            | 13.8                        | 325                                 | 474      | 21            | 790                                |
| Farm products—consumer goods                                | 8                                     | 5,842     | 621            | 10.6                        | 188                                 | 274      | 23            | 668                                |
| Groceries and foods (except farm products)                  | 22                                    | 6,305     | 827            | 13.1                        | 318                                 | 473      | 18            | 714                                |
| Petroleum and its products                                  | 8                                     | 544       | 156            | 28.7                        | 55                                  | 85       | —             | 60                                 |
| All other kinds of business                                 | 33                                    | 8,797     | 1,411          | 16.0                        | 495                                 | 644      | 39            | 2,926                              |
| <b>JANESVILLE</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 23                                    | 1,886     | 347            | 18.4                        | 92                                  | 139      | 10            | 761                                |
| Wholesalers proper  | 12                                    | 821       | 183            | 22.3                        | 50                                  | 73       | 6             | 162                                |
| All other types   | 11                                    | 1,065     | 164            | 15.4                        | 42                                  | 66       | 4             | 599                                |
| Farm products—raw materials                                 | 4                                     | 496       | 29             | 5.8                         | 6                                   | 6        | 2             | 554                                |
| Groceries and foods (except farm products)                  | 4                                     | 564       | 67             | 11.9                        | 25                                  | 44       | 4             | 97                                 |
| Petroleum and its products                                  | 5                                     | 465       | 92             | 19.8                        | 22                                  | 41       | 1             | 46                                 |
| All other kinds of business                                 | 10                                    | 361       | 159            | 44.0                        | 39                                  | 48       | 3             | 64                                 |
| <b>LA CROSSE</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 63                                    | 8,111     | 1,421          | 17.5                        | 508                                 | 675      | 25            | 1,403                              |
| Wholesalers proper  | 45                                    | 6,269     | 1,175          | 18.7                        | 439                                 | 559      | 22            | 1,249                              |
| All other types   | 18                                    | 1,842     | 246            | 13.4                        | 69                                  | 116      | 3             | 154                                |
| Farm products—consumer goods                                | 7                                     | 1,545     | 301            | 19.5                        | 107                                 | 132      | 5             | 35                                 |
| Groceries and foods (except farm products)                  | 21                                    | 2,839     | 354            | 12.5                        | 135                                 | 197      | 2             | 333                                |
| Petroleum and its products                                  | 7                                     | 443       | 100            | 22.6                        | 26                                  | 52       | 1             | 91                                 |
| All other kinds of business                                 | 28                                    | 3,284     | 666            | 20.3                        | 240                                 | 294      | 17            | 944                                |
| <b>MANITOWOC</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 32                                    | 6,754     | 915            | 13.5                        | 310                                 | 432      | 14            | 1,363                              |
| Wholesalers proper  | 26                                    | 5,965     | 829            | 13.9                        | 287                                 | 389      | 11            | 1,923                              |
| All other types   | 6                                     | 789       | 86             | 10.9                        | 23                                  | 43       | 3             | 40                                 |
| Farm products—consumer goods                                | 6                                     | 2,990     | 228            | 7.6                         | 53                                  | 90       | —             | 123                                |
| Groceries and foods (except farm products)                  | 4                                     | 570       | 91             | 16.0                        | 30                                  | 56       | 1             | 87                                 |
| Petroleum and its products                                  | 6                                     | 311       | 117            | 37.6                        | 28                                  | 45       | 1             | 55                                 |
| All other kinds of business                                 | 16                                    | 2,883     | 479            | 16.6                        | 199                                 | 241      | 12            | 1,698                              |
| <b>OSHKOSH</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 60                                    | 4,691     | 859            | 18.3                        | 350                                 | 436      | 18            | 826                                |
| Wholesalers proper  | 41                                    | 3,559     | 638            | 17.9                        | 276                                 | 329      | 16            | 715                                |
| All other types   | 19                                    | 1,132     | 221            | 19.5                        | 74                                  | 107      | 2             | 111                                |
| Farm products—consumer goods                                | 4                                     | 1,130     | 161            | 14.2                        | 65                                  | 75       | 1             | 89                                 |
| Groceries and foods (except farm products)                  | 15                                    | 1,241     | 203            | 16.4                        | 76                                  | 112      | 2             | 154                                |
| Petroleum and its products                                  | 7                                     | 335       | 78             | 22.7                        | 33                                  | 43       | —             | 53                                 |
| All other kinds of business                                 | 34                                    | 1,985     | 419            | 21.1                        | 176                                 | 206      | 15            | 530                                |
| <b>SHEBOYGAN</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 48                                    | 6,638     | 1,448          | 17.3                        | 361                                 | 553      | 12            | 1,129                              |
| Wholesalers proper  | 34                                    | 5,068     | 868            | 17.1                        | 285                                 | 424      | 9             | 1,020                              |
| All other types   | 14                                    | 1,570     | 280            | 17.8                        | 76                                  | 129      | 3             | 109                                |
| Farm products—consumer goods                                | 8                                     | 1,073     | 105            | 9.8                         | 38                                  | 38       | 3             | 37                                 |
| Groceries and foods (except farm products)                  | 14                                    | 1,695     | 145            | 8.6                         | 58                                  | 73       | 2             | 150                                |
| Petroleum and its products                                  | 6                                     | 870       | 228            | 26.0                        | 57                                  | 101      | 2             | 101                                |
| All other kinds of business                                 | 20                                    | 3,000     | 672            | 22.4                        | 208                                 | 341      | 5             | 841                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF WISCONSIN WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a less indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales     | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL     |               | Stocks on<br>hand (end<br>of<br>year) |
|---|---------------------------------------|---------------|----------------|-----------------------------|-------------------------------------|--------------|---------------|---------------------------------------|
|   |                                       |               | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total        | Part-<br>time |                                       |
| CITIES OF 20,000 TO 50,000 POPULATION (continued)           |                                       |               |                |                             |                                     |              |               |                                       |
| SUPERIOR  |                                       |               |                |                             |                                     |              |               |                                       |
| Wholesalers proper  | 30                                    | \$8,049       | \$1,320        | 16.4                        | 331                                 | \$24         | 8             | \$5,931                               |
| All other types   | 13                                    | 735           | 134            | 18.2                        | 43                                  | 76           | 8             | 104                                   |
| Farm products—consumer goods                                | 7                                     | 3,327         | 701            | 21.1                        | 114                                 | 248          | 2             | 4,415                                 |
| Groceries and foods (except farm products)                  | 12                                    | 2,409         | 265            | 11.0                        | 111                                 | 135          | 2             | 198                                   |
| Petroleum and its products                                  | 8                                     | 464           | 89             | 19.2                        | 31                                  | 49           | —             | 101                                   |
| All other kinds of business                                 | 16                                    | 2,584         | 399            | 15.4                        | 118                                 | 168          | 12            | 1,321                                 |
| WAUSAU  |                                       |               |                |                             |                                     |              |               |                                       |
| Wholesalers proper  | 33                                    | 5,938         | 677            | 17.2                        | 253                                 | 306          | 8             | 503                                   |
| All other types   | 19                                    | 1,622         | 223            | 13.7                        | 64                                  | 100          | 6             | 114                                   |
| Farm products—raw materials                                 | 4                                     | 210           | 29             | 13.8                        | 11                                  | 12           | 5             | 38                                    |
| Farm products—consumer goods                                | 6                                     | 1,333         | 144            | 10.8                        | 56                                  | 71           | 4             | 19                                    |
| Groceries and foods (except farm products)                  | 12                                    | 2,173         | 237            | 10.9                        | 100                                 | 135          | 1             | 284                                   |
| Petroleum and its products                                  | 8                                     | 606           | 169            | 27.9                        | 48                                  | 69           | 1             | 64                                    |
| All other kinds of business                                 | 22                                    | 1,238         | 321            | 25.9                        | 102                                 | 118          | 3             | 212                                   |
| WAUTATOSA   |                                       |               |                |                             |                                     |              |               |                                       |
|   | 5                                     | 58            | 10             | 17.2                        | —                                   | —            | —             | 4                                     |
| WEST ALLIS  |                                       |               |                |                             |                                     |              |               |                                       |
|   | 11                                    | 2,378         | 105            | 4.6                         | 29                                  | 150          | 1             | 463                                   |
| CITIES OF 5,000 TO 20,000 POPULATION 10/                    |                                       |               |                |                             |                                     |              |               |                                       |
| <b>Total</b>  | <b>436</b>                            | <b>45,675</b> | <b>5,248</b>   | <b>11.5</b>                 | <b>1,682</b>                        | <b>2,336</b> | <b>137</b>    | <b>4,087</b>                          |
| ANTIGO  | 28                                    | 1,268         | 229            | 18.0                        | 80                                  | 91           | 9             | 96                                    |
| ASHLAND   | 22                                    | 1,947         | 309            | 15.9                        | 110                                 | 154          | 7             | 373                                   |
| BARABOO   | 13                                    | 684           | 85             | 12.4                        | 26                                  | 42           | 4             | 50                                    |
| BEAVER DAM  | 26                                    | 910           | 229            | 25.2                        | 76                                  | 104          | 5             | 113                                   |
| CHIPPEWA FALLS  | 19                                    | 1,417         | 249            | 17.5                        | 175                                 | 167          | 7             | 484                                   |
| CUDAHY  | 6                                     | 10,683        | 290            | 2.7                         | 147                                 | 181          | 2             | 466                                   |
| DE PERE   | 9                                     | 621           | 92             | 14.8                        | 23                                  | 40           | 1             | 40                                    |
| FORT ATKINSON   | 8                                     | 127           | 30             | 23.6                        | 9                                   | 11           | 1             | 18                                    |
| KAUKAUNA  | 7                                     | 239           | 33             | 13.8                        | 11                                  | 14           | 1             | 19                                    |
| MARINETTE   | 37                                    | 1,786         | 234            | 13.1                        | 117                                 | 120          | 10            | 198                                   |
| MARSHFIELD  | 15                                    | 4,133         | 368            | 8.9                         | 93                                  | 127          | 17            | 256                                   |
| MENASHA   | 7                                     | 277           | 43             | 14.4                        | 15                                  | 24           | 1             | 26                                    |
| MENDOTA   | 17                                    | 770           | 149            | 19.4                        | 32                                  | 63           | 13            | 68                                    |
| MERRILL   | 14                                    | 352           | 63             | 17.9                        | 25                                  | 29           | 1             | 26                                    |
| MONROE  | 23                                    | 3,706         | 319            | 8.6                         | 96                                  | 134          | 5             | 312                                   |
| NEENAH  | 8                                     | 378           | 54             | 14.3                        | 39                                  | 32           | 2             | 41                                    |
| OCOINTO   | 15                                    | 123           | 20             | 16.3                        | 4                                   | 7            | —             | 15                                    |
| PORTAGE   | 13                                    | 1,435         | 141            | 9.8                         | 68                                  | 87           | 4             | 162                                   |
| RHINELANDER   | 25                                    | 1,346         | 213            | 15.8                        | 58                                  | 101          | 11            | 215                                   |
| RICE LAKE   | 19                                    | 767           | 126            | 16.4                        | 37                                  | 58           | 4             | 102                                   |
| SHOREWOOD   | 2                                     | (X)           | (X)            | (X)                         | (X)                                 | (X)          | (X)           | (X)                                   |
| SOUTH MILWAUKEE   | 4                                     | 909           | 221            | 24.3                        | 45                                  | 116          | —             | 140                                   |
| STEVENS POINT   | 24                                    | 3,020         | 389            | 12.9                        | 124                                 | 183          | 15            | 246                                   |
| TWO RIVERS  | 6                                     | 356           | 39             | 11.0                        | 8                                   | 18           | 1             | 70                                    |
| WATERTOWN   | 5                                     | 41            | 15             | 36.6                        | 6                                   | 6            | —             | 5                                     |
| WATERTOWN PARK  | 20                                    | 1,608         | 490            | 30.5                        | 79                                  | 116          | 5             | 115                                   |
| WAUKESHA  | 22                                    | 4,688         | 384            | 8.2                         | 91                                  | 154          | 8             | 186                                   |
| WAUPUN  | 3                                     | (X)           | (X)            | (X)                         | (X)                                 | (X)          | (X)           | (X)                                   |
| WAUPUN PARK   | 5                                     | 193           | 24             | 12.4                        | 5                                   | 8            | —             | 12                                    |
| WISCONSIN RAPIDS  | 14                                    | 1,058         | 220            | 20.8                        | 48                                  | 70           | 3             | 172                                   |



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Table 3.—STATE OF WISCONSIN RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                  | RECEIPTS FROM—       |                                  |              |                          |               |                          |
|---|--------------------------|-----------------|----------------|------------------|----------------------|----------------------------------|--------------|--------------------------|---------------|--------------------------|
|   |                          |                 | Amount         | Percent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental |                          | Other sources |                          |
|   |                          |                 |                |                  |                      |                                  | Amount       | Number of establishments | Amount        | Number of establishments |
| Total for State                                       | 4,273                    | 541,783         | 75,282         | 13.9             | 537,883              | 1,096                            | 40           | 305                      | 72            | 2,499                    |
| Amusement and sporting goods                          | 29                       | 2,806           | 722            | 25.7             | 601                  | -                                | -            | -                        | 11            | 2,207                    |
| Automotive products                                   | 147                      | 10,037          | 2,653          | 26.4             | 9,763                | 275                              | 2            | 2                        | 3             | 7                        |
| Chemicals   | 48                       | 2,762           | 746            | 27.0             | 2,762                | -                                | -            | -                        | -             | -                        |
| Clothing and furnishings                              | 63                       | 12,529          | 1,933          | 15.4             | 12,523               | -                                | 1            | 1                        | 1             | 5                        |
| Coal  | 36                       | 27,461          | 4,798          | 17.5             | 27,454               | 4                                | 1            | 3                        | -             | -                        |
| Drugs and drug sundries                               | 24                       | 4,742           | 925            | 19.5             | 4,724                | -                                | -            | -                        | 2             | 18                       |
| Dry goods   | 27                       | 2,013           | 464            | 23.1             | 2,013                | -                                | -            | -                        | -             | -                        |
| Electrical goods                                      | 79                       | 12,798          | 2,797          | 21.9             | 12,661               | 136                              | -            | -                        | 1             | 1                        |
| Farm products—raw materials                           | 300                      | 46,441          | 2,964          | 6.4              | 46,017               | 379                              | 1            | 1                        | 4             | 44                       |
| Farm products—consumer goods                          | 812                      | 90,976          | 12,066         | 13.3             | 90,926               | 13                               | 5            | 8                        | 6             | 29                       |
| Farm supplies   | 60                       | 7,150           | 1,254          | 17.5             | 7,126                | 6                                | 2            | 8                        | 3             | 12                       |
| Furniture and house furnishings                       | 36                       | 4,310           | 552            | 12.8             | 4,310                | -                                | -            | -                        | -             | -                        |
| Groceries and foods (except farm products)            | 621                      | 166,360         | 14,199         | 8.5              | 166,236              | 1                                | 7            | 20                       | 20            | 103                      |
| Hardware  | 26                       | 11,672          | 2,492          | 21.4             | 11,651               | 2                                | 3            | 19                       | -             | -                        |
| Jewelry and optical goods                             | 27                       | 938             | 303            | 32.3             | 928                  | 10                               | -            | -                        | -             | -                        |
| Lumber and building materials (other than metal)      | 83                       | 5,475           | 1,280          | 23.4             | 5,462                | 7                                | 2            | 2                        | 2             | 4                        |
| Machinery, equipment and supplies (except electrical) | 245                      | 24,260          | 5,386          | 22.2             | 23,793               | 215                              | 5            | 221                      | 7             | 31                       |
| Metals (except scrap)                                 | 29                       | 10,268          | 1,935          | 18.8             | 10,267               | -                                | 1            | 1                        | -             | -                        |
| Paper and its products                                | 52                       | 6,566           | 997            | 15.2             | 6,566                | -                                | -            | -                        | -             | -                        |
| Petroleum and its products                            | 1,050                    | 48,859          | 9,588          | 19.6             | 48,824               | 22                               | 4            | 12                       | 1             | 1                        |
| Plumbing and heating equipment and supplies           | 46                       | 4,306           | 1,017          | 23.6             | 4,279                | 3                                | -            | -                        | 5             | 24                       |
| Tobacco and its products (except leaf)                | 47                       | 11,932          | 557            | 4.7              | 11,927               | -                                | -            | -                        | 2             | 5                        |
| Waste materials                                       | 102                      | 3,036           | 652            | 21.6             | 3,033                | -                                | 3            | 3                        | -             | -                        |
| All other products                                    | 284                      | 24,084          | 5,001          | 20.8             | 24,047               | 23                               | 3            | 6                        | 4             | 8                        |

1/ Includes 11 exchanges dealing in motion picture films with income from rentals of \$2,207,000.00.

2/ Includes 5 establishments dealing in machinery, equipment and supplies with receipts from machine rentals amounting to \$21,000.00.

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Table 4.—STATE OF WISCONSIN CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS             | ALL ESTABLISHMENTS |           | ESTABLISHMENTS REPORTING CREDIT SALES |                                       |                  |                                       |              |                | Total Expenses     |        |                  |
|---|--------------------|-----------|---------------------------------------|---------------------------------------|------------------|---------------------------------------|--------------|----------------|--------------------|--------|------------------|
|   | Number             | Net sales | Number                                | Percent of total for kind of business | Net sales        | Percent of total for kind of business | Credit sales |                |                    | Amount | Percent of sales |
|   |                    |           |                                       |                                       |                  |                                       | Amount       | Establishments | All establishments |        |                  |
|   |                    |           |                                       |                                       |                  |                                       |              |                |                    |        |                  |
| Amount  | Percent of sales   | Amount    | Percent of sales                      | Amount                                | Percent of sales |                                       |              |                |                    |        |                  |
| Total for State                                       | 4,273              | 541,785   | 2,916                                 | 68.2                                  | 400,481          | 73.9                                  | 310,281      | 77.5           | 57.3               | 62,261 | 16.5             |
| WHOLESALEERS PROPER                                   |                    |           |                                       |                                       |                  |                                       |              |                |                    |        |                  |
| Total   | 1,979              | 260,110   | 1,428                                 | 72.2                                  | 225,497          | 86.7                                  | 180,607      | 80.1           | 69.4               | 39,699 | 17.7             |
| Amusement and sporting goods                          | 19                 | 527       | 12                                    | 65.2                                  | 395              | 75.0                                  | 307          | 77.7           | 59.3               | 150    | 26.0             |
| Automotive products                                   | 135                | 7,055     | 123                                   | 91.1                                  | 6,718            | 96.2                                  | 4,454        | 66.3           | 65.1               | 1,969  | 29.2             |
| Chemicals   | 30                 | 1,559     | 25                                    | 83.3                                  | 1,535            | 97.8                                  | 1,168        | 76.1           | 74.4               | 541    | 35.2             |
| Clothing and furnishings                              | 54                 | 6,074     | 43                                    | 78.9                                  | 5,719            | 94.2                                  | 5,457        | 95.4           | 89.8               | 865    | 14.9             |
| Coal  | 32                 | 24,093    | 31                                    | 96.9                                  | 23,770           | 98.6                                  | 21,512       | 90.7           | 89.3               | 4,539  | 19.1             |
| Drugs and drug sundries                               | 21                 | 4,612     | 16                                    | 76.2                                  | 4,490            | 97.4                                  | 4,152        | 92.5           | 90.0               | 825    | 18.4             |
| Dry goods   | 24                 | 1,901     | 20                                    | 83.3                                  | 1,856            | 96.6                                  | 1,600        | 87.1           | 84.2               | 440    | 24.0             |
| Electrical goods                                      | 58                 | 7,164     | 46                                    | 79.3                                  | 6,573            | 91.8                                  | 5,785        | 86.0           | 80.6               | 1,571  | 25.9             |
| Farm products—raw materials                           | 42                 | 4,784     | 50                                    | 47.6                                  | 2,374            | 49.6                                  | 1,648        | 77.6           | 38.6               | 278    | 11.7             |
| Farm products—consumer goods                          | 281                | 55,353    | 205                                   | 73.0                                  | 46,855           | 87.6                                  | 34,014       | 72.6           | 63.6               | 7,525  | 16.1             |
| Farm supplies   | 44                 | 5,251     | 37                                    | 84.1                                  | 5,006            | 95.2                                  | 2,157        | 43.1           | 41.0               | 958    | 19.9             |
| Furniture and house furnishings                       | 25                 | 1,354     | 22                                    | 86.0                                  | 1,327            | 96.0                                  | 1,258        | 94.8           | 92.9               | 239    | 25.5             |
| Groceries and foods (except farm products)            | 455                | 79,410    | 310                                   | 66.7                                  | 55,680           | 80.2                                  | 50,600       | 79.5           | 63.7               | 8,409  | 13.2             |
| Hardware  | 23                 | 10,246    | 21                                    | 91.3                                  | 10,238           | 99.9                                  | 9,503        | 92.9           | 92.7               | 2,150  | 21.5             |
| Jewelry and optical goods                             | 19                 | 500       | 16                                    | 84.2                                  | 408              | 93.5                                  | 494          | 81.3           | 76.0               | 179    | 29.4             |
| Lumber and building materials (other than metal)      | 57                 | 3,280     | 55                                    | 93.0                                  | 3,100            | 94.5                                  | 2,737        | 86.3           | 63.4               | 887    | 27.6             |
| Machinery, equipment and supplies (except electrical) | 124                | 9,007     | 110                                   | 89.7                                  | 8,817            | 97.9                                  | 7,877        | 89.3           | 87.5               | 2,107  | 25.9             |
| Metals (except scrap)                                 | 11                 | 4,149     | 9                                     | 81.8                                  | 4,140            | 99.8                                  | 2,793        | 67.5           | 57.8               | 1,691  | 40.8             |
| Paper and its products                                | 46                 | 5,519     | 40                                    | 87.0                                  | 4,802            | 92.1                                  | 5,078        | 95.0           | 92.0               | 846    | 16.0             |
| Petroleum and its products                            | 78                 | 3,524     | 63                                    | 80.8                                  | 2,952            | 84.1                                  | 1,454        | 50.1           | 42.1               | 785    | 26.5             |
| Plumbing and heating equipment and supplies           | 25                 | 2,656     | 21                                    | 84.0                                  | 2,326            | 88.2                                  | 1,515        | 65.1           | 57.5               | 551    | 25.7             |
| Tobacco and its products (except leaf)                | 42                 | 9,356     | 28                                    | 66.7                                  | 6,974            | 92.6                                  | 5,197        | 71.4           | 66.2               | 449    | 5.2              |
| Waste materials                                       | 101                | 2,965     | 28                                    | 27.7                                  | 1,964            | 66.2                                  | 1,808        | 92.1           | 61.0               | 369    | 19.7             |
| All other products                                    | 223                | 11,615    | 131                                   | 59.7                                  | 7,165            | 61.7                                  | 6,809        | 95.0           | 66.6               | 1,474  | 20.6             |
| ALL OTHER TYPES                                       |                    |           |                                       |                                       |                  |                                       |              |                |                    |        |                  |
| Total   | 2,294              | 281,673   | 1,488                                 | 64.9                                  | 174,984          | 62.1                                  | 189,674      | 74.1           | 46.0               | 25,562 | 12.8             |
| Amusement and sporting goods                          | 10                 | 2,221     | 5                                     | 50.0                                  | 1,065            | 46.7                                  | 669          | 62.8           | 29.3               | 251    | 24.5             |
| Automotive products                                   | 12                 | (X)       | 12                                    | (X)                                   | (X)              | (X)                                   | (X)          | (X)            | (X)                | (X)    | (X)              |
| Chemicals   | 18                 | (X)       | 18                                    | (X)                                   | (X)              | (X)                                   | (X)          | (X)            | (X)                | (X)    | (X)              |
| Clothing and furnishings                              | 9                  | 6,455     | 6                                     | 66.7                                  | 3,619            | 56.1                                  | 3,515        | 95.0           | 92.0               | 446    | 11.8             |
| Coal  | 4                  | 3,373     | 2                                     | 50.0                                  | 2,374            | 70.4                                  | 2,318        | 97.5           | 69.6               | 138    | 6.8              |
| Drugs and drug sundries                               | 3                  | (X)       | 3                                     | (X)                                   | (X)              | (X)                                   | (X)          | (X)            | (X)                | (X)    | (X)              |
| Dry goods   | 5                  | (X)       | 5                                     | (X)                                   | (X)              | (X)                                   | (X)          | (X)            | (X)                | (X)    | (X)              |
| Electrical goods                                      | 21                 | 5,534     | 15                                    | 71.4                                  | 3,210            | 57.0                                  | 3,023        | 94.2           | 83.7               | 490    | 15.0             |
| Farm products—raw materials                           | 258                | 41,577    | 65                                    | 25.6                                  | 4,070            | 9.8                                   | 2,374        | 59.3           | 5.7                | 278    | 6.6              |
| Farm products—consumer goods                          | 531                | 37,623    | 116                                   | 21.8                                  | 26,128           | 69.4                                  | 17,343       | 64.4           | 46.1               | 2,446  | 11.6             |
| Farm supplies   | 16                 | 1,989     | 14                                    | 87.5                                  | 1,756            | 91.9                                  | 621          | 35.8           | 32.9               | 214    | 12.3             |
| Furniture and house furnishings                       | 11                 | 2,366     | 7                                     | 63.6                                  | 2,796            | 94.6                                  | 2,681        | 95.9           | 90.7               | 216    | 7.7              |
| Groceries and foods                                   | 155                | 85,950    | 107                                   | 68.6                                  | 51,207           | 59.9                                  | 44,442       | 86.8           | 51.1               | 3,531  | 6.9              |
| Hardware  | 3                  | 1,424     | 3                                     | 100.0                                 | 1,424            | 100.0                                 | 1,424        | 100.0          | 100.0              | 307    | 21.6             |
| Jewelry and optical goods                             | 8                  | 288       | 7                                     | 87.5                                  | 258              | 89.6                                  | 228          | 100.0          | 89.6               | 85     | 37.5             |
| Lumber & bldg. materials                              | 25                 | 2,195     | 21                                    | 80.8                                  | 1,854            | 85.6                                  | 1,727        | 94.2           | 78.7               | 352    | 19.7             |
| Machinery, equipment and supplies                     | 121                | 15,233    | 98                                    | 81.0                                  | 12,602           | 83.9                                  | 12,159       | 96.0           | 79.7               | 2,795  | 21.8             |
| Metals (except scrap)                                 | 18                 | 6,119     | 14                                    | 77.8                                  | 5,757            | 94.2                                  | 5,764        | 99.9           | 94.2               | 214    | 3.7              |
| Paper and its products                                | 11                 | (X)       | 10                                    | (X)                                   | (X)              | (X)                                   | (X)          | (X)            | (X)                | (X)    | (X)              |
| Petroleum and its products                            | 957                | 45,335    | 896                                   | 92.6                                  | 43,171           | 95.2                                  | 18,713       | 43.3           | 41.3               | 8,414  | 19.8             |
| Plumbing & heating eqpt., supplies                    | 21                 | 1,870     | 15                                    | 76.2                                  | 1,353            | 81.0                                  | 1,327        | 98.1           | 79.5               | 216    | 12.9             |
| Tobacco and its products                              | 5                  | 2,656     | 3                                     | 60.0                                  | 412              | 15.1                                  | 338          | 82.2           | 15.3               | 25     | 6.1              |
| Waste materials                                       | 1                  | (X)       | 1                                     | (X)                                   | (X)              | (X)                                   | (X)          | (X)            | (X)                | (X)    | (X)              |
| All other products                                    | 61                 | 12,469    | 46                                    | 75.4                                  | 6,254            | 50.2                                  | 5,760        | 92.1           | 46.2               | 946    | 16.1             |



WHOLESALE DISTRIBUTION, 1933

Table 5.—STATE OF WISCONSIN DISTRIBUTION OF SALES BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

(All figures in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, and such establishments are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |                  |                 |                          |  | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |  |                 |                  |                               |                                     |                           |                                  |
|---|--------------------|------------------|-----------------|--------------------------|--|--|--|-----------------|------------------|-------------------------------|-------------------------------------|---------------------------|----------------------------------|
|   | Number             | Net sales        | Total expenses  | Number of establishments | Percentage of total number of business | Net sales                                      | Percentage of total for kind of business | Total expenses  |                  | Sales to retailers for resale | Sales to home consumers (at retail) | Sales to industrial users | Sales to wholesale organizations |
|   |                    |                  |                 |                          |  |  |  | Amount          | Percent of sales |                               |                                     |                           |                                  |
| <b>Total for State</b>                    | <b>4,273</b>       | <b>\$541,783</b> | <b>\$75,282</b> | <b>3,378</b>             | <b>79.1</b>                            | <b>\$470,151</b>                               | <b>85.8</b>                              | <b>\$65,620</b> | <b>14.0</b>      | <b>\$264,978</b>              | <b>\$18,209</b>                     | <b>\$108,156</b>          | <b>\$78,808</b>                  |
| <b>WHOLESALESAERS PROPER</b>              |                    |                  |                 |                          |  |  |  |                 |                  |                               |                                     |                           |                                  |
| <b>Total</b>                              | <b>1,979</b>       | <b>\$20,110</b>  | <b>44,964</b>   | <b>1,844</b>             | <b>93.2</b>                            | <b>239,898</b>                                 | <b>92.2</b>                              | <b>42,784</b>   | <b>17.8</b>      | <b>148,776</b>                | <b>11,568</b>                       | <b>48,303</b>             | <b>31,421</b>                    |
| Amusement and sporting goods              | 19                 | 327              | 216             | 17                       | 89.5                                   | 297  | 75.3                                     | 148             | 37.3             | 179                           | 21                                  | 197                       | -                                |
| Automotive products                       | 135                | 7,055            | 2,068           | 130                      | 96.3                                   | 7,004  | 99.3                                     | 2,051           | 29.3             | 5,224                         | 818                                 | 828                       | 184                              |
| Chemicals                                 | 30                 | 1,569            | 533             | 30                       | 100.0                                  | 1,569  | 100.0                                    | 533             | 35.2             | 1,128                         | 201                                 | 320                       | 80                               |
| Clothing and furnishings                  | 54                 | 6,074            | 927             | 54                       | 100.0                                  | 6,074  | 100.0                                    | 927             | 15.3             | 4,810                         | 66                                  | 11                        | 1,187                            |
| Coal                                      | 32                 | 24,068           | 4,632           | 26                       | 81.3                                   | 23,828   | 98.9                                     | 4,555           | 19.1             | 1,955                         | 3,643                               | 10,682                    | 2,547                            |
| Drugs and drug sundries                   | 21                 | 4,612            | 885             | 20                       | 95.2                                   | 4,588  | 95.5                                     | 890             | 19.2             | 4,454                         | 38                                  | 54                        | 32                               |
| Dry goods                                 | 24                 | 1,901            | 449             | 23                       | 95.8                                   | 1,854  | 97.5                                     | 444             | 23.9             | 1,580                         | 3                                   | 23                        | 35                               |
| Electrical goods                          | 58                 | 7,164            | 1,635           | 54                       | 93.1                                   | 6,812  | 95.1                                     | 1,628           | 23.9             | 4,112                         | 232                                 | 2,295                     | 173                              |
| Farm products - raw materials             | 42                 | 4,784            | 933             | 38                       | 89.7                                   | 4,077  | 85.2                                     | 727             | 17.8             | 1,158                         | 48                                  | 2,870                     | 206                              |
| Farm products - consumer goods            | 281                | 53,533           | 8,363           | 245                      | 87.2                                   | 50,204   | 94.1                                     | 7,975           | 15.9             | 34,242                        | 1,304                               | 4,409                     | 10,249                           |
| Farm supplies                             | 44                 | 5,261            | 1,027           | 34                       | 77.3                                   | 4,698  | 89.3                                     | 950             | 20.2             | 3,546                         | 403                                 | 540                       | 10,429                           |
| Furniture and house furnishings           | 25                 | 1,354            | 308             | 25                       | 100.0                                  | 1,354  | 100.0                                    | 308             | 22.7             | 1,331                         | 12                                  | 11                        | -                                |
| Groceries and foods                       | 465                | 79,410           | 9,450           | 459                      | 98.7                                   | 67,770   | 85.3                                     | 9,051           | 13.4             | 48,650                        | 1,737                               | 3,628                     | 13,755                           |
| Hardware                                  | 23                 | 10,248           | 2,194           | 22                       | 95.7                                   | 8,788  | 85.8                                     | 1,946           | 22.1             | 4,579                         | 253                                 | 2,658                     | 1,284                            |
| Jewelry and optical goods                 | 19                 | 550              | 126             | 19                       | 100.0                                  | 550  | 100.0                                    | 126             | 23.6             | 447                           | 18                                  | 174                       | 11                               |
| Lumber & building materials               | 57                 | 9,280            | 821             | 45                       | 78.4                                   | 2,235  | 65.1                                     | 533             | 24.8             | 1,006                         | 150                                 | 754                       | 356                              |
| Machinery, eq't & supplies                | 124                | 9,007            | 2,177           | 118                      | 95.2                                   | 8,798  | 97.7                                     | 2,140           | 24.3             | 2,504                         | 142                                 | 4,938                     | 214                              |
| Metal (except scrap)                      | 11                 | 4,149            | 1,694           | 9                        | 81.8                                   | 4,149  | 99.8                                     | 1,689           | 40.8             | 1,648                         | 7                                   | 2,484                     | 1                                |
| Paper and its products                    | 46                 | 5,518            | 891             | 45                       | 97.8                                   | 5,506  | 99.8                                     | 879             | 16.0             | 1,845                         | 70                                  | 3,445                     | 146                              |
| Petroleum and its products                | 78                 | 3,524            | 872             | 67                       | 85.9                                   | 3,289  | 93.5                                     | 818             | 25.1             | 2,348                         | 318                                 | 377                       | 216                              |
| Printing & heating equipment              |                    |                  |                 |                          |  |  |  |                 |                  |                               |                                     |                           |                                  |
| and supplies                              | 25                 | 2,636            | 621             | 24                       | 96.0                                   | 2,450  | 99.8                                     | 619             | 23.5             | 1,773                         | 90                                  | 745                       | 22                               |
| Tobacco and its products                  | 42                 | 9,366            | 489             | 42                       | 100.0                                  | 9,356  | 100.0                                    | 489             | 5.2              | 9,183                         | 170                                 | 3                         | 10                               |
| Waste materials                           | 101                | 2,965            | 652             | 86                       | 87.1                                   | 2,631  | 95.5                                     | 572             | 20.2             | 222                           | 30                                  | 2,164                     | 415                              |
| All other products                        | 225                | 11,615           | 2,771           | 222                      | 99.6                                   | 11,457   | 99.6                                     | 2,695           | 23.5             | 5,831                         | 1,717                               | 5,870                     | 39                               |
| <b>ALL OTHER TYPES</b>                    |                    |                  |                 |                          |  |  |  |                 |                  |                               |                                     |                           |                                  |
| <b>Total</b>                              | <b>2,294</b>       | <b>281,673</b>   | <b>30,318</b>   | <b>1,534</b>             | <b>66.9</b>                            | <b>230,263</b>                                 | <b>81.7</b>                              | <b>22,836</b>   | <b>9.9</b>       | <b>116,202</b>                | <b>6,821</b>                        | <b>59,853</b>             | <b>47,387</b>                    |
| Amusement and sporting goods              | 10                 | 2,281            | 506             | 4                        | 40.0                                   | 947  | 41.5                                     | 226             | 23.9             | 153                           | -                                   | 803                       | 11                               |
| Automotive products                       | 12                 | (X)              | (X)             | 11                       | (X)                                    | (X)  | (X)                                      | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Chemicals                                 | 16                 | (X)              | (X)             | 17                       | (X)                                    | (X)  | (X)                                      | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Clothing and furnishings                  | 9                  | 6,455            | 1,006           | 8                        | 88.9                                   | 3,726  | 57.7                                     | 41              | 11.0             | 3,726                         | -                                   | -                         | -                                |
| Coal                                      | 4                  | 3,373            | 166             | 3                        | 75.0                                   | 3,349  | 99.3                                     | 163             | 4.9              | 1,544                         | 120                                 | 711                       | 974                              |
| Drugs and drug sundries                   | 3                  | (X)              | (X)             | 3                        | (X)                                    | (X)  | (X)                                      | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Dry goods                                 | 3                  | (X)              | (X)             | 3                        | (X)                                    | (X)  | (X)                                      | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Electrical goods                          | 21                 | 5,634            | 1,102           | 18                       | 86.2                                   | 5,309  | 94.2                                     | 1,083           | 19.5             | 2,352                         | 14                                  | 2,528                     | 260                              |
| Farm products - raw materials             | 258                | 41,857           | 2,011           | 193                      | 61.2                                   | 35,167   | 84.4                                     | 1,681           | 4.8              | 11,355                        | 422                                 | 20,829                    | 2,591                            |
| Farm products - consumer goods            | 531                | 37,623           | 3,673           | 415                      | 78.2                                   | 31,507   | 83.7                                     | 3,294           | 10.5             | 15,802                        | 663                                 | 8,459                     | 6,563                            |
| Farm supplies                             | 16                 | 1,869            | 227             | 8                        | 50.0                                   | 1,601  | 84.8                                     | 195             | 12.2             | 1,286                         | 32                                  | -                         | 45                               |
| Furniture & house furnishings             | 11                 | 2,956            | 244             | 10                       | 90.9                                   | 2,681  | 97.5                                     | 227             | 7.9              | 2,879                         | -                                   | 1                         | 1                                |
| Groceries and foods                       | 156                | 88,990           | 4,749           | 141                      | 90.4                                   | 83,673   | 96.2                                     | 4,554           | 5.4              | 44,032                        | 110                                 | 6,995                     | 32,536                           |
| Hardware                                  | 3                  | 1,424            | 308             | 3                        | 100.0                                  | 1,424  | 100.0                                    | 308             | 21.6             | 1,345                         | -                                   | 79                        | -                                |
| Jewelry and optical goods                 | 8                  | 2,868            | 117             | 8                        | 100.0                                  | 2,868  | 100.0                                    | 117             | 4.1              | 2,689                         | -                                   | 30                        | -                                |
| Lumber & building materials               | 26                 | 2,195            | 399             | 19                       | 73.1                                   | 1,229  | 56.0                                     | 224             | 18.2             | 655                           | 12                                  | 555                       | 7                                |
| Machinery, eq't & supplies                | 121                | 15,253           | 3,209           | 104                      | 86.0                                   | 11,648   | 76.4                                     | 2,636           | 22.6             | 4,179                         | 642                                 | 6,277                     | 500                              |
| Metals (except scrap)                     | 18                 | 6,119            | 241             | 14                       | 77.8                                   | 5,829  | 95.3                                     | 166             | 2.8              | 418                           | -                                   | 5,411                     | -                                |
| Paper and its products                    | 11                 | (X)              | (X)             | (X)                      | (X)                                    | (X)  | (X)                                      | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Petroleum and its products                | 97                 | 45,335           | 8,716           | 497                      | 51.4                                   | 26,819   | 59.2                                     | 5,404           | 20.1             | 20,687                        | 4,614                               | 552                       | 986                              |
| Printing & heating equipment              |                    |                  |                 |                          |  |  |  |                 |                  |                               |                                     |                           |                                  |
| and supplies                              | 21                 | 1,670            | 396             | 19                       | 90.5                                   | 1,439  | 86.2                                     | 333             | 23.1             | 969                           | 7                                   | 453                       | 10                               |
| Tobacco and its products                  | 5                  | 2,566            | 68              | 4                        | 80.0                                   | 2,563  | 99.9                                     | 68              | 2.7              | 72                            | -                                   | -                         | 2,491                            |
| Waste materials                           | 1                  | (X)              | (X)             | (X)                      | (X)                                    | (X)  | (X)                                      | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| All other products                        | 61                 | 12,469           | 2,230           | 59                       | 95.1                                   | 7,339  | 56.5                                     | 1,046           | 14.9             | 2,457                         | 55                                  | 4,524                     | 3                                |



1921  
Census of  
American  
Business

Table 6.—STATE OF WISCONSIN MONTHLY EMPLOYMENT, BY KIND OF BUSINESS  
For States and Cities of 500,000 Population and Over

| Pro-<br>ducers<br>and<br>firm<br>man-<br>agers           | NUMBER AND PROPORTION<br>OF MEN AND WOMEN<br>EMPLOYED |                               |  | Average<br>number<br>of<br>employees | NUMBER OF EMPLOYEES—BY MONTHS        |                   |                    |            |        |        |        |        |        |                     |              |                    | De-<br>cem-<br>ber |
|--|---|-------------------------------|--|--------------------------------------|--------------------------------------|-------------------|--------------------|------------|--------|--------|--------|--------|--------|---------------------|--------------|--------------------|--------------------|
|  | Men   | Women                         |  |                                      | Employ-<br>ment<br>ratio to<br>total | Jan-<br>u-<br>ary | Feb-<br>ru-<br>ary | Mar-<br>ch | April  | May    | June   | July   | August | Sep-<br>tem-<br>ber | Octo-<br>ber | No-<br>vem-<br>ber |                    |
|  |   | Em-<br>ploy-<br>ed<br>average | Em-<br>ploy-<br>ed<br>per<br>cent<br>of<br>total |                                      |                                      |                   |                    |            |        |        |        |        |        |                     |              |                    |                    |
| State and City<br>Kind of Business                       |   |                               |  |                                      |                                      |                   |                    |            |        |        |        |        |        |                     |              |                    |                    |
| Total for<br>Wisconsin                                   | 859   | 10,690                        | 2,216  | 21.1                                 | 12,934                               | 12,834            | 12,244             | 12,443     | 12,522 | 12,613 | 12,009 | 12,281 | 13,466 | 13,917              | 13,727       | 13,686             |                    |
| Amusement and sporting goods                             | 9   | 228                           | 11   | 4.7                                  | 252                                  | 215               | 210                | 216        | 218    | 229    | 222    | 228    | 223    | 227                 | 224          | 228                |                    |
| Automotive products                                      | 17  | 641                           | 89   | 14.2                                 | 874                                  | 671               | 668                | 672        | 675    | 666    | 694    | 610    | 601    | 607                 | 609          | 604                |                    |
| Chemicals  | 6   | 131                           | 58   | 21.0                                 | 149                                  | 149               | 146                | 149        | 148    | 152    | 151    | 153    | 151    | 153                 | 153          | 154                |                    |
| Clothing and furnishings                                 | 20  | 248                           | 126  | 34.0                                 | 365                                  | 344               | 358                | 360        | 359    | 347    | 342    | 356    | 355    | 356                 | 355          | 359                |                    |
| Coal   | 5   | 700                           | 186  | 16.2                                 | 818                                  | 11                | 12                 | 12         | 17     | 14     | 19     | 24     | 22     | 20                  | 20           | 19                 |                    |
| Drugs and drug sundries                                  | 7   | 238                           | 56   | 19.2                                 | 277                                  | 264               | 267                | 268        | 271    | 272    | 272    | 275    | 276    | 282                 | 282          | 277                |                    |
| Dry goods  | 9   | 189                           | 52   | 24.7                                 | 214                                  | 12                | 14                 | 14         | 14     | 16     | 17     | 16     | 14     | 13                  | 13           | 13                 |                    |
| Electrical goods   | 10  | 461                           | 154  | 24.3                                 | 611                                  | 611               | 611                | 611        | 611    | 601    | 599    | 618    | 640    | 658                 | 664          | 670                |                    |
| Farm products—raw materials                              | 12  | 580                           | 37   | 12.0                                 | 616                                  | 23                | 21                 | 17         | 6      | 9      | 23     | 7      | 13     | 18                  | 16           | 14                 |                    |
| Farm products—consumer goods                             | 57  | 1,484                         | 338  | 21.3                                 | 1,662                                | 1,662             | 1,670              | 1,670      | 1,680  | 1,735  | 1,786  | 1,764  | 1,791  | 1,813               | 1,771        | 1,799              |                    |
| Farm supplies  | 3   | 98                            | 14   | 12.6                                 | 114                                  | 105               | 107                | 107        | 116    | 114    | 121    | 129    | 101    | 111                 | 120          | 113                |                    |
| Furniture and house furnishings                          | 11  | 101                           | 38   | 24.3                                 | 116                                  | 104               | 104                | 112        | 121    | 120    | 122    | 122    | 131    | 128                 | 124          | 112                |                    |
| General merchandise                                      | -   | -                             | -  | -                                    | -                                    | -                 | -                  | -          | -      | -      | -      | -      | -      | -                   | -            | -                  |                    |
| Groceries and foods<br>(except farm products)            | 126   | 1,646                         | 692  | 36.6                                 | 2,248                                | 2,260             | 2,289              | 2,313      | 2,313  | 2,226  | 2,280  | 2,320  | 2,467  | 2,400               | 2,410        | 2,400              |                    |
| Hatters  | 2   | 600                           | 140  | 16.7                                 | 705                                  | 685               | 642                | 665        | 685    | 704    | 726    | 737    | 762    | 768                 | 759          | 759                |                    |
| Jewelry and optical goods                                | 6   | 87                            | 25   | 30.0                                 | 66                                   | 76                | 60                 | 54         | 74     | 74     | 76     | 76     | 61     | 61                  | 63           | 67                 |                    |
| Lumber and building materials                            | 16  | 254                           | 23   | 12.6                                 | 261                                  | 231               | 236                | 251        | 245    | 270    | 291    | 270    | 276    | 276                 | 274          | 278                |                    |
| Machinery, equipment, and supplies<br>(other than metal) | 64  | 1,077                         | 286  | 26.9                                 | 1,242                                | 1,242             | 1,242              | 1,242      | 1,242  | 1,242  | 1,242  | 1,242  | 1,242  | 1,242               | 1,242        | 1,242              |                    |
| Metals (except scrap)                                    | 13  | 163                           | 47   | 6.6                                  | 706                                  | 604               | 609                | 593        | 612    | 614    | 642    | 666    | 637    | 644                 | 689          | 683                |                    |
| Paper and its products                                   | 10  | 163                           | 38   | 16.6                                 | 183                                  | 182               | 182                | 182        | 182    | 182    | 182    | 182    | 182    | 182                 | 182          | 182                |                    |
| Petroleum and its products                               | 9   | 987                           | 41   | 6.6                                  | 859                                  | 864               | 860                | 864        | 864    | 893    | 896    | 902    | 902    | 902                 | 902          | 902                |                    |
| Printing and heating equipment and<br>supplies           | 11  | 840                           | 36   | 13.5                                 | 856                                  | 856               | 856                | 856        | 856    | 856    | 856    | 856    | 856    | 856                 | 856          | 856                |                    |
| Tobacco and its products<br>(except leaf)                | 8   | 98                            | 17   | 18.6                                 | 100                                  | 100               | 99                 | 96         | 100    | 100    | 100    | 100    | 100    | 100                 | 100          | 100                |                    |
| Waste materials  | 33  | 127                           | 76   | 36.2                                 | 147                                  | 147               | 147                | 147        | 147    | 147    | 147    | 147    | 147    | 147                 | 147          | 147                |                    |
| All other products                                       | 63  | 675                           | 127  | 12.7                                 | 702                                  | 702               | 702                | 702        | 702    | 702    | 702    | 702    | 702    | 702                 | 702          | 702                |                    |

WHOLESALE DISTRIBUTION: 1933

Table 7.—STATE OF WISCONSIN WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For State Only

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS                     | TOTAL                                      |  |              |  |  |              |  |  |              |  |  |              |  |  |              |  |  |              |  |  |              |      |       |      |      |     |     |
|---|--|--|--------------|--|--|--------------|--|--|--------------|--|--|--------------|--|--|--------------|--|--|--------------|--|--|--------------|------|-------|------|------|-----|-----|
|   | Under \$10,000                             |  |              | \$10,000 to \$49,999                       |  |              | \$50,000 to \$99,999                       |  |              | \$100,000 to \$199,999                     |  |              | \$200,000 to \$499,999                     |  |              | \$500,000 to \$999,999                     |  |              | \$1,000,000 and over                       |  |              |      |       |      |      |     |     |
|   | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>per-<br>sonnel<br>(app) | Net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>per-<br>sonnel<br>(app) | Net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>per-<br>sonnel<br>(app) | Net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>per-<br>sonnel<br>(app) | Net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>per-<br>sonnel<br>(app) | Net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>per-<br>sonnel<br>(app) | Net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>per-<br>sonnel<br>(app) | Net<br>sales |      |       |      |      |     |     |
| WHOLESALE MERCHANTS   | 1,679                                      | 15,537                                   | 17.4         | 471  | 272                                      | 35.4         | 645  | 1,795                                    | 27.2         | 254  | 1,493                                    | 25.4         | 227  | 2,308                                    | 19.5         | 177  | 2,401                                    | 15.1         | 51   | 1,659                                    | 14.2         | 44   | 5,253 | 16.0 |      |     |     |
| Amusement and sporting goods                                  | 19   | 62                                       | 41.0         | 5  | 6  | 48.0         | 11   | 38                                       | 49.8         | 3  | 18                                       | 29.3         | 3  | 22                                       | 29.9         | 3  | 7  | 28.9         | 1  | 1  | 24           | 13.4 | -     | -    |      |     |     |
| Books and stationery  | 16   | 64                                       | 27.3         | 15   | 13                                       | 36.5         | 54   | 246                                      | 54.8         | 54   | 272                                      | 29.4         | 14   | 253                                      | 29.4         | 10   | 161                                      | 16.2         | 4  | 101                                      | 16.8         | 1    | 66    | 11.8 |      |     |     |
| Clothing and furnishings                                      | 54   | 419                                      | 15.3         | 15   | 15                                       | 36.9         | 21   | 45                                       | 23.9         | 5  | 16                                       | 19.3         | 6  | 67                                       | 13.5         | 6  | 87                                       | 15.5         | 5  | 61                                       | 19.0         | 6    | 94    | 17.3 |      |     |     |
| Food and drink  | 28   | 1,368                                    | 19.2         | -  | -  | -            | -  | 42                                       | 89.9         | 2  | 20                                       | 33.6         | 3  | 35                                       | 21.9         | 5  | 61                                       | 19.0         | 1  | 4  | 173          | 26.0 | 8     | 138  | 20.2 |     |     |
| Food and drug sundries  | 21   | 1,935                                    | 23.6         | 6  | 6  | 47.4         | 7  | 21                                       | 26.7         | 3  | 6  | 31.4         | 2  | 13                                       | 27.7         | 3  | 33                                       | 11.2         | 1  | 4  | 23.9         | 1    | 4     | 23.9 |      |     |     |
| Fry goods   | 58   | 545                                      | 23.7         | 11   | 9  | 36.4         | 9  | 68                                       | 33.8         | 9  | 64                                       | 33.4         | 11   | 112                                      | 20.7         | 6  | 147                                      | 23.8         | 2  | 14                                       | 20.8         | 2    | 146   | 21.2 |      |     |     |
| Electrical goods  | 42   | 125                                      | 19.9         | 3  | 5  | 56.0         | 14   | 57                                       | 24.8         | 6  | 17                                       | 13.0         | 9  | 156                                      | 18.3         | 2  | 17                                       | 10.9         | 2  | 10                                       | 29.4         | 2    | 23    | 29.4 |      |     |     |
| Farm products (except farm                                    | 24   | 255                                      | 12.5         | 6  | 6  | 45.0         | 11   | 54                                       | 30.8         | 11   | 58                                       | 32.1         | 10   | 129                                      | 24.9         | 5  | 71                                       | 14.2         | 4  | 36                                       | 16.7         | 4    | 167   | 31.0 |      |     |     |
| Farmer products (except farm                                  | 41   | 245                                      | 18.5         | 6  | 15                                       | 43.3         | 12   | 24                                       | 20.2         | 11   | 46                                       | 13.2         | 6  | 54                                       | 13.2         | 65   | 79                                       | 13.7         | 1  | 2  | 85.7         | 1    | 37    | 20.8 |      |     |     |
| Farm supplies   | 25   | 98                                       | 22.7         | 9  | 21                                       | 65.0         | 11   | 29                                       | 30.9         | 2  | 9  | 82.6         | 6  | 9  | 13.7         | 5  | -  | -            | 1  | 1  | 30           | 19.5 | -     | -    |      |     |     |
| Furniture and home furnishings                                | 425  | 3,205                                    | 11.9         | 140  | 65                                       | 36.6         | 116  | 316                                      | 27.3         | 54   | 288                                      | 16.2         | 49   | 416                                      | 16.4         | 37   | 664                                      | 10.2         | 17   | 508                                      | 13.5         | 13   | 1,206 | 9.4  |      |     |     |
| Furniture and home (except farm pro-<br>ducts)                | 23   | 680                                      | 21.3         | 2  | 2  | 40.0         | 8  | 18                                       | 29.3         | 3  | 25                                       | 24.4         | 1  | 12                                       | 10.5         | -  | 7  | 158          | 22.9                                       | 2  | 136          | 23.7 | 3     | 460  | 18.4 |     |     |
| Hardware  | 11   | 94                                       | 29.6         | 5  | 9  | 50.0         | 6  | 32                                       | 40.7         | 5  | 31                                       | 25.2         | 4  | 4  | -            | -  | -  | -            | -  | -  | -            | -    | -     | -    |      |     |     |
| Jewelry and optical goods                                     | 51   | 240                                      | 27.8         | 8  | 7  | 50.0         | 25   | 60                                       | 30.0         | 8  | 41                                       | 26.7         | 6  | 58                                       | 24.1         | 4  | 64                                       | 28.0         | -  | -  | -            | -    | -     | -    |      |     |     |
| Leather and clothing materials (other<br>than metal)          | 134  | 797                                      | 24.6         | 32   | 25                                       | 48.0         | 59   | 142                                      | 37.1         | 18   | 128                                      | 27.5         | 12   | 146                                      | 29.1         | 9  | 170                                      | 25.2         | 2  | 114                                      | 19.8         | 1    | 10    | 2.5  |      |     |     |
| Machinery, equipment and supplies (ex-<br>cept farm products) | 11   | 646                                      | 40.6         | 4  | 1  | 46.7         | 2  | 4  | 49.7         | 2  | 1  | 33.1         | 3  | 24                                       | 23.3         | 2  | 34                                       | 23.3         | -  | -  | -            | -    | -     | 605  | 24.1 |     |     |
| Metal (except scrap)  | 46   | 331                                      | 16.1         | 4  | 3  | 22.7         | 13   | 63                                       | 19.3         | 13   | 118                                      | 20.7         | 2  | 41                                       | 20.3         | 2  | 4  | -            | -  | -  | -            | -    | -     | -    | 1    | 1.6 | 6.5 |
| Paper and its products  | 63   | 241                                      | 24.8         | 5  | 4  | 28.0         | 36   | 87                                       | 25.5         | 13   | 62                                       | 32.7         | 6  | 70                                       | 20.5         | 1  | 15                                       | 14.2         | -  | -  | -            | -    | -     | -    | -    |     |     |
| Rubber and plastics   | 25   | 223                                      | 23.6         | 5  | 1  | 14.7         | 7  | 27                                       | 31.1         | 5  | 35                                       | 21.5         | 4  | 49                                       | 26.2         | 4  | 111                                      | 22.5         | 4  | 11                                       | 22.5         | 2    | 2     | 2.2  |      |     |     |
| Textile and its products (except lease)                       | 37   | 184                                      | 5.2          | 7  | 3  | 35.7         | 8  | 15                                       | 12.6         | 1  | 2  | 2.0          | 6  | 22                                       | 5.7          | 9  | 71                                       | 7.0          | 3  | 47                                       | 4.9          | 1    | 28    | 2.8  |      |     |     |
| Wool and its products   | 15   | 42                                       | 30.4         | 2  | 2  | 60.0         | 14   | 30                                       | 21.9         | 17   | 101                                      | 23.0         | 10   | 13                                       | 19.6         | 10   | 40                                       | 17.9         | 6  | 20                                       | 14.7         | 6    | 39    | 14.0 |      |     |     |
| All other products  | 204  | 1,133                                    | 24.0         | 77   | 41                                       | 39.4         | 87   | 198                                      | 22.6         | 47   | 202                                      | 24.1         | 13   | 171                                      | 18.4         | 10   | 240                                      | 17.7         | 3  | 160                                      | 13.2         | 1    | 24    | 31.5 |      |     |     |
| MANUFACTURERS' SALES BRANCHES                                 | 263  | 3,122                                    | 18.6         | 39   | 24                                       | 44.8         | 94   | 265                                      | 29.4         | 38   | 220                                      | 27.3         | 34   | 301                                      | 26.9         | 37   | 599                                      | 20.8         | 19   | 593                                      | 14.5         | 11   | 873   | 16.7 |      |     |     |
| WHOLE GOODS   | 6  | 97                                       | 20.2         | 1  | -  | -            | -  | -  | -            | -  | 1  | 62.4         | 2  | 22                                       | 32.6         | 3  | 69                                       | 16.5         | 5  | 61                                       | 15.2         | 1    | 33    | 13.2 |      |     |     |
| Amusement and sporting goods                                  | 6  | 97                                       | 20.2         | 1  | -  | -            | -  | -  | -            | -  | 1  | 62.4         | 2  | 22                                       | 32.6         | 3  | 69                                       | 16.5         | 5  | 61                                       | 15.2         | 1    | 33    | 13.2 |      |     |     |
| Books and stationery  | 19   | 35                                       | 19.3         | 1  | 1  | 38.3         | -  | 6  | 23.1         | 1  | 13                                       | 45.2         | 2  | 25                                       | 27.2         | 2  | 36                                       | 22.4         | 2  | 36                                       | 22.4         | 1    | 27    | 15.3 |      |     |     |
| Clothing  | 19   | 331                                      | 22.7         | 1  | 1  | 60.0         | 2  | 18                                       | 40.0         | 1  | 9  | 27.2         | 1  | 6  | 23.7         | 2  | 16                                       | 27.9         | 2  | 115                                      | 16.4         | 1    | 143   | 26.5 |      |     |     |
| Electrical goods  | 6  | 65                                       | 17.6         | -  | -  | -            | -  | 2  | 3.5          | 2  | 6.14                                     | 1            | 4  | 53.3                                     | -            | -  | -  | -            | -  | -  | -            | -    | 1     | 11   | 5.8  |     |     |
| Food and drug sundries  | 9  | 29                                       | 20.9         | -  | -  | -            | -  | 2  | 12           | 37.5                                       | 1  | 32.7         | 1  | 1  | 15.9         | -  | -  | -            | -  | -  | -            | -    | -     | -    | -    |     |     |
| Groceries and food (except farm<br>products)                  | 94   | 697                                      | 10.9         | 12   | 10                                       | 33.3         | 36   | 39                                       | 12.8         | 14   | 69                                       | 12.6         | 7  | 61                                       | 16.8         | 14   | 243                                      | 12.9         | 6  | 133                                      | 9.3          | 5    | 283   | 9.2  |      |     |     |
| Lumber and wood   | 7  | 40                                       | 42.7         | -  | -  | -            | -  | 6  | 21           | 47.4                                       | -  | -            | 1  | 19                                       | 38.9         | -  | -  | -            | -  | -  | -            | -    | -     | -    | -    |     |     |
| Machinery and clothing materials (other<br>than metal)        | 7  | 104                                      | 20.7         | 1  | 1  | 20.0         | 2  | 9  | 48.6         | 1  | 6  | 20.6         | 1  | 3  | 5.8          | -  | -  | -            | -  | -  | -            | 2    | 85    | 21.8 |      |     |     |
| Machinery, equipment and supplies (ex-<br>cept farm products) | 58   | 696                                      | 19.5         | 4  | 3  | 14.8         | 16   | 103                                      | 27.7         | 7  | 65                                       | 13.8         | 9  | 145                                      | 13.8         | 10   | 284                                      | 16.1         | 5  | 124                                      | 24.9         | 1    | 145   | 36.3 |      |     |     |
| Metal (except scrap)  | 6  | 36                                       | 19.0         | 1  | 1  | 20.0         | 2  | 4  | 26.5         | 1  | 4  | 26.5         | 2  | 14                                       | 23.0         | 1  | 9  | 11.0         | 1  | 1  | 25           | 9.3  | -     | -    | -    |     |     |
| Paper and its products  | 4  | 34                                       | 12.4         | 1  | 1  | 100.0        | 2  | 8  | 35.3         | -  | -  | -            | 2  | 9  | 31.6         | -  | -  | -            | -  | -  | -            | -    | -     | -    | -    | -   |     |
| Printing and publishing                                       | 4  | 85                                       | 13.6         | -  | -  | -            | -  | -  | -            | -  | 3  | 15           | 37.6                                       | 2  | 9            | 31.6                                       | 1  | 3            | 50.0                                       | -  | -            | -    | -     | -    | -    | -   |     |
| Textile and its products                                      | 37   | 423                                      | 25.5         | 6  | 3  | 44.4         | 18   | 42                                       | 37.1         | 4  | 15                                       | 27.5         | 2  | 7  | 15.2         | 1  | 31                                       | 50.0         | 3  | 31                                       | 50.0         | 3    | 63    | 22.8 |      |     |     |
| All other products  | 37   | 423                                      | 25.5         | 6  | 3  | 44.4         | 18   | 42                                       | 37.1         | 4  | 15                                       | 27.5         | 2  | 7  | 15.2         | 1  | 31                                       | 50.0         | 3  | 31                                       | 50.0         | 3    | 63    | 22.8 |      |     |     |

(A) (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals, a leader indicates no information or an amount less than \$500

**U. S. DEPARTMENT OF COMMERCE**

Daniel C. Roper, Secretary

**BUREAU OF THE CENSUS**

William L. Austin, Director

**CENSUS OF AMERICAN BUSINESS: 1933**

**A CIVIL WORKS ADMINISTRATION PROJECT**

# **WHOLESALE DISTRIBUTION**

**VOLUME VI**

## **WEST CENTRAL STATES**



**MAY, 1935**

1890  
1891  
1892  
1893  
1894  
1895  
1896  
1897  
1898  
1899  
1900

U. S. DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

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BUREAU OF THE CENSUS

William L. Austin, Director

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This is one of a series of volumes presenting the findings of the 1933 Census of American Business. The statistics were collected in 1934 by a field canvass of wholesale establishments in every State, city, and county in the United States, with funds provided by the Federal Civil Works Administration. They cover the operations of wholesale establishments during the year 1933.

The volumes were prepared under the supervision of Fred A. Gosnell, Chief Statistician for the Census of American Business, by Theodore N. Beckman, in Charge of Wholesale Distribution, assisted by John Albright, Administrative Assistant.

BUREAU OF THE CENSUS

WHOLESALE DISTRIBUTION: 1933

PLAN OF PRESENTATION

- Volume I.—Contains detailed statistics for the United States, together with brief summaries by States, cities, and counties. It also contains a description of the wholesale census, explanations of terms, classifications and tables, and an analysis of wholesale trade for 1933 as compared with 1929.
- Volume II.—New England States (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut).
- Volume III.—Middle Atlantic States (New York, New Jersey, and Pennsylvania).
- Volume IV.—Southeastern States (Delaware, Maryland, District of Columbia, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Kentucky, Tennessee, Alabama, and Mississippi).
- Volume V.—East North Central States (Ohio, Indiana, Illinois, Michigan, and Wisconsin).
- Volume VI.—West Central States (Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas, Arkansas, Louisiana, Oklahoma, and Texas).
- Volume VII.—Mountain and Pacific States (Montana, Idaho, Wyoming, Colorado, New Mexico, Arizona, Utah, Nevada, Washington, Oregon, and California).



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| Minnesota    | 7          | 9           | 13          | 25         | 26         | 27         | 28         | 29         |
| Iowa         | 30         | 31          | 33          | 42         | 43         | 44         | 45         | 46         |
| Missouri     | 47         | 49          | 54          | 75         | 76         | 77         | 78         | 80         |
| North Dakota | 81         | 82          | 83          | 85         | 86         | 87         | 88         | 89         |
| South Dakota | 90         | 91          | 92          | 94         | 95         | 96         | 97         | 98         |
| Nebraska     | 99         | 100         | 102         | 108        | 109        | 110        | 111        | 112        |
| Kansas       | 113        | 114         | 116         | 122        | 123        | 124        | 125        | 126        |
| Arkansas     | 127        | 128         | 130         | 134        | 135        | 136        | 137        | 138        |
| Louisiana    | 139        | 140         | 143         | 151        | 152        | 153        | 154        | 155        |
| Oklahoma     | 156        | 157         | 159         | 166        | 167        | 168        | 169        | 170        |
| Texas        | 171        | 173         | 176         | 196        | 197        | 198        | 199        | 200        |

30000

STATE OF NEW YORK

1894

IN SENATE,  
January 11, 1894.

REPORT  
OF THE  
COMMISSIONERS OF THE LAND OFFICE,  
IN ANSWER TO A RESOLUTION PASSED  
BY THE SENATE, APRIL 11, 1893.

| LANDS BELONGING TO THE STATE. |           |
|-------------------------------|-----------|
| CLASS OF LANDS.               | ACRES.    |
| Unimproved                    | 1,234,567 |
| Improved                      | 876,543   |
| Total                         | 2,111,110 |

## WHOLESALE DISTRIBUTION: 1933

In this report are presented statistics on wholesale trade for the year 1933. Data are shown both by type of establishment and by kind of business so as to set forth the essential characteristics of the wholesale business of the area covered by this volume. For a description of the Wholesale Census, for definitions, explanations of terms, classifications, and United States Summary tables, and for an analysis of wholesale trade, see Volume I.

For census purposes a wholesale establishment is a place of business, the primary function of which is to sell or distribute goods on a wholesale basis. It may be in the form of a store, a wholesale warehouse, a sales or brokerage office, or part of an office as when the office is shared with other similar organizations. Sales at wholesale may be made to retailers, to institutions, to industrial consumers or to other wholesale organizations. No merchandising establishment has been classified as "wholesale" unless fifty percent or more of its sales were made in a wholesale manner or on a wholesale basis.

The Wholesale Census was taken on the basis of establishments rather than companies or firms in order to facilitate the canvass and to make it possible to present data by geographic areas. A separate report was required for each establishment regardless of whether or not it was owned or operated as a part of a large business organization. Wholesale peddlers and others who sell goods at wholesale but who maintain no regularly established places of business were not included in this census.

WHOLESALE TRADE, BY TYPE OF ORGANIZATION.—In presenting the data for the States and for the United States as a whole, wholesale establishments have been divided into six groups, some of which have been further subdivided, according to the type of establishment or the nature of the functions performed.

The first of the six functional type groups for which data are shown is called "wholesalers proper" and consists of more or less regular wholesalers in domestic and foreign trade who take title to the goods they buy and sell and are largely independent in ownership. The second division comprises "manufacturers' sales branches," consisting of wholesale outlets owned by manufacturers largely for the disposal of their own

goods. The third type, "bulk tank stations," consists of establishments performing wholesale functions in the distribution of gasoline, oil and other petroleum products. While primarily distributing their products to retail stations, they also sell goods at wholesale to tank wagons and to industrial users. The fourth type, "chain store warehouses," are distribution stations maintained by retail chains to supply their stores with merchandise. They carry on wholesale operations in addition to warehousing in that they break bulk, deliver and bill merchandise, and in some cases exercise supervision over a chain of stores. Wholesale commissaries, prepared-food depots which serve their own restaurants, and distribution centers for bakery chains are also included in this group.

The fifth division is called "assemblers and country buyers." Their principal operation is the purchase and assembly of farm products such as grain, cotton, tobacco and other forms of farm produce. This group also includes cooperative marketing associations; packers and shippers; cream stations; and independent, line, and cooperative elevators as differentiated from terminal elevators. The sixth and last group is called "agents and brokers," and includes auction companies, brokers, commission merchants, export and import agents, manufacturers' agents, selling agents, resident buyers, etc.

For each of the six type groups of wholesale establishments and for some of the subdivisions thereof data are shown in Table 1 on the number of establishments, both for 1933 and 1929; net sales, for 1933 and 1929; total expenses, expressed both in amounts and as a percent of net sales; the average number of full-time employees, pay roll for all employees and for part-time employees; and stocks on hand at the end of the year. This information is presented for each of the States and for each of the cities of 100,000 population and over.

WHOLESALE TRADE, BY KIND OF BUSINESS.—In addition to being classified according to functional type, each establishment was also classified by kind of business, on the basis of the chief line or lines of merchandise in which it dealt. Following this basis of classification, wholesale establishments were divided into twenty-five major kind-of-business groups, which were further subdivided into 166 detailed kind of business classifications according to the degree of merchandise specialization. A complete explanation of this method of classification is given in Volume I.

Important as it is to have information for each kind of business or line of trade in detail, it is even more significant to have such data presented separately for each type of wholesaling organization. In that manner the accomplishments of a wholesaler in a given line of business may be compared with the accomplishments of all wholesalers operating therein, while the achievements of a manufacturer's sales branch can be

compared with those of manufacturers' sales branches in the same line of trade. Such comparisons are of special interest to individual business enterprises and to the student of marketing.

Basic statistics on wholesale trade for types of establishments by kind of business are shown in two tables. Table 2A presents for each State and for a limited number of selected cities, the number of wholesale establishments by kind of business, in detail, for each of nineteen functional types of wholesale organizations. This table may be regarded as a supplement to Table 2B which shows for each of the States and for cities of 5,000 population and over, the number of establishments; net sales; total expenses, expressed in amounts and as a percent of net sales; the average number of full-time employees; pay roll, total and part-time; and stocks on hand. This information is shown for as many kinds of business, under each type, as possible without disclosing data for individual establishments. More complete information on the number of establishments by type and kind of business in detail is to be found in table 2A, described above.

SOURCES OF RECEIPTS.—In addition to dealing in merchandise, many wholesale establishments derive a certain amount of income from the sale of services and from other sources. Table 3 has been devised in order to measure quantitatively the volume of business secured through the sale of goods and that obtained from other sources. This table is presented for States only, by kind-of-business groups, and shows the number of establishments in a given group; total net sales, a term used throughout as interchangeable with receipts; total expenses, expressed in amounts and as a percent of sales; and receipts. The last item is broken down according to sources into sales of merchandise; receipts from parking, storage, cleaning, etc.; receipts from space rental; and receipts from other sources.

CREDIT BUSINESS OF WHOLESALE ESTABLISHMENTS.—The extent to which wholesale establishments engaged in selling on a credit basis is shown in Table 4. This information is presented for States only, by kind-of-business groups, separately for wholesalers proper and for all other types combined. It indicates the degree to which wholesale establishments perform the functions of financing business by extending credit to retailers, industrial consumers, and to other wholesale organizations to which they sell. Since some of the wholesale establishments did not operate on a credit basis and others failed to report on this item, data related to credit sales are presented in Table 4 only for those establishments for which the credit information was available. It shows the number of establishments reporting credit and the percent which that number constituted of the total for the kind of business under consideration. The same procedure is followed in connection with net sales.

In the following columns credit sales are given in amounts and as a percent of sales of establishments reporting credit sales and as a percent of sales of all establishments in a given group. The table also shows total expenses incurred by establishments operating on a credit basis. These expenses are given in amounts and as a percent of sales so that comparison may be made between the costs of doing business of establishments selling on credit with the costs incurred by those establishments which presumably do not operate on a credit basis, if it can be assumed that all or most of the establishments not reporting credit sales sold for cash.

DISTRIBUTION OF SALES.—A common conception is that wholesalers sell only to retailers and that wholesalers are the only type of organization operating in the wholesale field. That this is far from the truth is indicated by the figures shown in Table 5. The statistics therein are presented for States only, by 25 kinds of business, separately for wholesalers proper and for all other types combined. It shows that wholesale establishments sell to retailers, to industrial consumers, to ultimate or home consumers, and to other wholesale organizations. Naturally, there is considerable variation in the extent to which different types of wholesale establishments make use of these outlets and the degree to which they are used in the different kinds of business.

Here, too, not all of the establishments reported the distribution of their sales, partly because of inadequate records at the time the census was taken. The table shows for each type and kind-of-business group the number, net sales, and total expenses of all establishments, and then presents statistics for those establishments that reported a distribution of sales by outlets. For these establishments it shows the number and the percent which such number constitutes of the total for the group under consideration. Similar treatment is given to the net sales of establishments which reported their sales by type of customers. This is followed by total expenses for such establishments, expressed both in amounts and as a percent of sales. Total sales are then distributed into the following groups: sales to retailers (for resale); sales to home consumers (at retail); sales to industrial users, including institutions; and sales to other wholesale organizations. From these data it should be possible, among other things, to determine the amount of duplication in the total wholesale sales figures, due to the fact that some wholesale establishments sell to other wholesale organizations.

EMPLOYMENT IN WHOLESALE TRADE.—The significance of wholesale trade as a source of employment is indicated in Table 6. In this table the number of proprietors and firm members and the number of paid employees, divided into male and female and into full-time and part-time, are shown for each of the 25 major kind-of-business groups. The estimate by sex is based on the sex distribution reported for the total number of employees as of December 30, 1933; the percent of women shown separately relates to the same date. The table also presents the number of full-time and part-time employees as of the 15th of each month for each kind-of-business group, and a monthly index of employment for wholesale trade as a whole. This information is presented for each of the States and for cities of 500,000 population and over.

Employment is the only item in the wholesale trade statistics which is presented on a monthly basis. It affords indirect indication of the extent of seasonal change in wholesale activity, quite marked in certain lines of trade. A comparison of monthly figures for 1933 with quarterly data for 1929 suggests the extent of non-seasonal improvement in employment conditions in the course of 1933. Part-time employment in wholesale trade, information on which was gathered for the first time for 1933, appears to be much less important in this field than in retail trade; it attains significant proportions in only a few kinds of business.

WHOLESALE TRADE BY SIZE OF BUSINESS UNIT.—Table 7 presents the number of establishments, the annual average number of full-time employees, and the operating expense ratio of wholesale merchants and of manufacturers' sales branches with stocks\*, by size-of-establishment groups, based upon net sales. Establishments have been classified into 7 size groups, as follows:

| Group number | Net sales              |
|--------------|------------------------|
| I.....       | Under \$10,000         |
| II.....      | \$10,000 to \$49,999   |
| III.....     | \$50,000 to \$99,999   |
| IV.....      | \$100,000 to \$199,999 |
| V.....       | \$200,000 to \$499,999 |
| VI.....      | \$500,000 to \$999,999 |
| VII.....     | \$1,000,000 and over   |

\*For definition of wholesale merchants and manufacturers' sales branches with stocks, see Volume I.

This information is given by States for each of the 25 kinds of business. The table permits a comparison by lines of trade of wholesale merchants (including importers) with manufacturers' sales branches with stocks, two types of wholesale operations which, for the most part, compete in the same market, warehouse goods and make deliveries from stocks. Comparison is also possible of small and large-sized establishments in a given trade as to operating costs. It shows to what extent each size group furnishes employment in wholesale trade. It further indicates the differences existing between trade groups and between wholesale merchants and manufacturers' sales branches with stocks as to average size of establishment, as to distribution of establishments by size, and as to operating costs.

A FEW SUGGESTED USES OF THE DATA IN THESE REPORTS.--The statistics presented in these reports on wholesale trade should prove of considerable value to individual business men, public authorities and independent students. The breakdown by type of operation, line of trade, and geographic areas should enable the wholesaler to compare his accomplishments with those of others operating on a similar basis in the same market area. For the manufacturer planning a sales campaign the figures should make possible an allocation of sales quotas and territories to salesmen. The formulation of policies by public authorities should be facilitated by information on the amount and nature of business done in each locality, the employment it furnishes, and the income it distributes. The quantitative description of the marketing wholesale structure and of the changes in it in the course of the memorable years, 1930 - 1933, found in the Census volume, should serve as basic material to the analytical student of American economic life.



## WHOLESALE DISTRIBUTION: 1933

13-9-4  
Census of  
American  
Business

Table 1.—STATE OF MINNESOTA SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF<br>ESTABLISH-<br>MENTS |       | NET SALES |             | TOTAL EXPENSES |                     |      | Full-<br>time<br>employees<br>(average) | PAY ROLL |               |         | Stocks<br>on<br>hand<br>(end<br>of<br>year) |
|---|----------------------------------|-------|-----------|-------------|----------------|---------------------|------|---|----------|---------------|---------|---|
|   | 1933                             | 1929  | 1933      | 1929        | Amount         | Percent<br>of sales |      |   | Total    | Part-<br>time |         |   |
|   |                                  |       |           |             |                | 1933                | 1929 |   |          |               | Amount  |   |
| <b>THE STATE</b>                        | 5,164                            | 5,250 | \$913,298 | \$1,716,282 | \$91,841       | 10.1                | 7.4  | 29,389                                  | \$42,733 | 4.7           | \$1,325 | \$112,353                                   |
| <b>Wholesalers proper</b>               | 1,544                            | 1,412 | 348,539   | 680,722     | 47,581         | 13.6                | 11.0 | 16,744                                  | 22,987   | 6.6           | 647     | 79,446                                      |
| Wholesale merchants                     | 1,461                            | 1,370 | 334,505   | 653,450     | 46,547         | 13.9                | 10.9 | 16,333                                  | 22,431   | 6.7           | 632     | 79,016                                      |
| Importers                               | 8                                | 9     | 2,005     | 1,535       | 289            | 14.4                | 12.8 | 84                                      | 137      | 6.8           | 3       | 211   |
| Limited function wholesalers            | 75                               | 33    | 12,129    | 15,697      | 945            | 7.8                 | 12.8 | 327                                     | 419      | 5.5           | 12      | 219   |
| <b>Manufacturers' sales branches</b>    | 387                              | 346   | 149,322   | 237,036     | 20,687         | 14.0                | 11.7 | 5,062                                   | 8,627    | 5.9           | 179     | 14,397                                      |
| With stocks                             | 302                              | -     | 111,991   | -           | 17,472         | 15.7                | -    | 4,318                                   | 7,281    | 6.5           | 199     | 14,397                                      |
| Without stocks                          | 85                               | -     | 37,731    | -           | 3,415          | 9.1                 | -    | 744                                     | 1,546    | 4.1           | 20      | -   |
| <b>Agents and brokers</b>               | 577                              | 354   | 219,026   | \$25,069    | 6,065          | 2.8                 | 2.2  | 1,296                                   | 2,565    | 1.2           | 111     | 1,548                                       |
| Brokers                                 | 70                               | 70    | 47,004    | 70,356      | 852            | 1.8                 | 1.5  | 220                                     | 367      | 0.8           | 6       | 56  |
| Commission merchants                    | 116                              | 94    | 152,179   | 221,689     | 4,133          | 2.7                 | 1.8  | 798                                     | 1,271    | 1.1           | 56      | 1,218                                       |
| Manufacturers' agents                   | 119                              | 143   | 8,271     | 23,631      | 617            | 7.5                 | 6.8  | 186                                     | 293      | 3.5           | 30      | 119   |
| Selling agents                          | 22                               | 47    | 11,572    | 9,393       | 463            | 4.0                 | 7.6  | 92                                      | 184      | 1.6           | 19      | 155   |
| <b>All other types</b>                  | 2,926                            | 3,139 | 196,311   | 473,455     | 17,308         | 8.8                 | 3.8  | 6,287                                   | 8,354    | 4.3           | 368     | 16,922                                      |
| Bulk tank stations                      | 1,280                            | 960   | 39,371    | 50,518      | 6,942          | 17.8                | 13.0 | 2,306                                   | 3,516    | 9.0           | 64      | 4,814                                       |
| Chain store warehouses                  | 4                                | 7     | 39,965    | 48,747      | 381            | 1.0                 | 0.8  | 156                                     | 185      | 0.5           | -       | 363   |
| Assemblers and country buyers           | 636                              | 913   | 23,251    | 130,442     | 2,336          | 10.0                | 2.6  | 1,101                                   | 1,084    | 4.7           | 185     | 1,008                                       |
| Cooperative marketing associa-<br>tions | 265                              | 646   | 55,734    | 193,571     | 4,970          | 8.9                 | 2.5  | 1,779                                   | 2,331    | 4.2           | 87      | 2,349                                       |
| Cream stations 1/                       | 62                               | -     | 4,676     | -           | 178            | 3.7                 | -    | 42                                      | 74       | 1.5           | 5       | 10  |
| Elevators 2/                            | 678                              | 600   | 33,314    | 45,893      | 2,500          | 7.5                 | 4.6  | 903                                     | 1,164    | 3.5           | 47      | 8,418                                       |
| Other types                             | -                                | 13    | -         | 4,584       | -              | -                   | 20.5 | -                                       | -        | -             | -       | -   |
| <b>MINNEAPOLIS<br/>AND ST. PAUL</b>     | 1,432                            | 1,507 | 625,457   | 1,067,542   | 62,373         | 10.0                | 8.7  | 19,393                                  | 29,314   | 4.7           | 632     | 86,650                                      |
| <b>Wholesalers proper</b>               | 860                              | 895   | 273,685   | 531,905     | 36,053         | 13.2                | 11.0 | 12,536                                  | 17,776   | 6.5           | 392     | 66,381                                      |
| Wholesale merchants 3/                  | 828                              | 855   | 262,544   | 505,405     | 33,373         | 13.5                | 11.2 | 12,326                                  | 17,408   | 6.6           | 376     | 66,197                                      |
| Importers                               | 7                                | 8     | 1,255     | 1,503       | 104            | 8.3                 | 13.0 | 47                                      | 82       | 6.5           | -       | 121   |
| Limited function wholesalers            | 25                               | 21    | 9,886     | 24,997      | 576            | 5.8                 | 7.7  | 163                                     | 286      | 2.9           | 6       | 63  |
| <b>Manufacturers' sales branches</b>    | 287                              | 277   | 118,671   | 180,425     | 17,761         | 15.0                | 12.8 | 4,243                                   | 7,474    | 6.3           | 160     | 12,078                                      |
| With stocks                             | 212                              | -     | 100,534   | -           | 15,093         | 15.6                | -    | 3,727                                   | 6,427    | 6.4           | 144     | 12,078                                      |
| Without stocks                          | 75                               | -     | 18,137    | -           | 2,068          | 11.5                | -    | 516                                     | 1,047    | 5.8           | 16      | -   |
| <b>Agents and brokers</b>               | 221                              | 293   | 154,969   | 230,684     | 3,515          | 2.3                 | 2.5  | 798                                     | 1,638    | 1.1           | 59      | 1,466                                       |
| Brokers                                 | 57                               | 60    | 38,833    | 58,738      | 711            | 1.8                 | 1.4  | 168                                     | 282      | 0.7           | 6       | 12  |
| Commission merchants                    | 33                               | 59    | 96,703    | 142,603     | 1,784          | 1.8                 | 2.1  | 368                                     | 904      | 0.9           | 6       | 1,187                                       |
| Manufacturers' agents                   | 112                              | 130   | 7,927     | 20,378      | 569            | 7.2                 | 7.0  | 175                                     | 275      | 3.3           | 28      | 114   |
| Selling agents                          | 19                               | 44    | 11,506    | 8,965       | 451            | 3.9                 | 6.8  | 87                                      | 177      | 1.5           | 19      | 153   |
| <b>All other types</b>                  | 64                               | 42    | 78,132    | 124,528     | 5,024          | 6.4                 | 4.3  | 1,816                                   | 2,426    | 3.1           | 31      | 6,725                                       |
| Bulk tank stations                      | 51                               | 24    | 8,606     | 25,302      | 1,358          | 15.8                | 10.3 | 474                                     | 589      | 6.8           | 13      | 843   |
| Chain store warehouses                  | 4                                | 6     | 39,965    | (X)         | 391            | 1.0                 | (X)  | 156                                     | 185      | 0.5           | -       | 363   |
| Assemblers and country buyers           | 17                               | -     | 2,736     | -           | 259            | 9.5                 | -    | 130                                     | 139      | 5.1           | 16      | 81  |
| Cooperative market associa-<br>tions    | 8                                | 3     | 21,287    | 3,522       | 2,765          | 12.9                | 1.8  | 1,015                                   | 1,392    | 6.5           | 1       | 2,020                                       |
| Other types                             | 4                                | 9     | 5,538     | (X)         | 270            | 4.9                 | (X)  | 41                                      | 121      | 2.2           | 1       | 3,418                                       |
| <b>MINNAPOLIS</b>                       | 169                              | 185   | 62,782    | 171,363     | 7,813          | 12.4                | 6.7  | 2,540                                   | 3,378    | 5.4           | 99      | 11,211                                      |
| <b>Wholesalers proper</b>               | 96                               | 115   | 28,662    | 86,295      | 5,107          | 17.8                | 10.1 | 1,948                                   | 2,462    | 8.7           | 90      | 8,173                                       |
| Manufacturers' sales branches           | 51                               | 22    | 5,516     | 19,553      | 877            | 15.9                | 8.7  | 270                                     | 462      | 8.4           | 5       | 756   |
| Agents and brokers                      | 21                               | 33    | 20,705    | 48,152      | 1,155          | 5.6                 | 1.6  | 88                                      | 174      | 0.8           | 3       | 4   |
| All other types                         | 19                               | 9     | 7,898     | 17,363      | 674            | 8.5                 | 2.2  | 234                                     | 260      | 3.3           | 1       | 2,278                                       |

## WHOLESALE DISTRIBUTION: 1933

19-44  
Census of  
American  
Business

Table 1.—STATE OF MINNESOTA SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |       | NET SALES |           | TOTAL EXPENSES |                  |      | Full-time employees (average) | PAY ROLL |                    |           | Stocks on hand (end of year) |
|---|--------------------------|-------|-----------|-----------|----------------|------------------|------|-------------------------------|----------|--------------------|-----------|------------------------------|
|   | 1933                     | 1929  | 1933      | 1929      | Amount         | Percent of sales |      |                               | Amount   | Per- cent of sales | Part-time |                              |
|   |                          |       |           |           |                | 1933             | 1929 |                               |          |                    |           |                              |
| <b>MINNEAPOLIS</b>                      | 993                      | 1,066 | \$518,579 | \$345,876 | \$45,265       | 8.9              | 7.8  | 13,250                        | \$21,067 | 4.1                | \$449     | \$73,598                     |
| Wholesalers proper 3/                   | 570                      | 620   | 208,391   | 398,600   | 24,689         | 11.8             | 10.0 | 7,936                         | 11,888   | 5.7                | 258       | 55,978                       |
| Manufacturers' sales branches           | 210                      | 210   | 97,189    | 128,691   | 14,552         | 15.0             | 13.3 | 3,182                         | 5,835    | 6.0                | 130       | 10,210                       |
| Agents and brokers                      | 172                      | 208   | 141,644   | 202,007   | 2,974          | 2.1              | 2.4  | 675                           | 1,405    | 1.0                | 37        | 1,337                        |
| All other types                         | 41                       | 28    | 71,355    | 116,578   | 4,050          | 5.7              | 3.7  | 1,457                         | 1,939    | 2.7                | 24        | 6,037                        |
| <b>ST. PAUL</b>                         | 439                      | 441   | 106,878   | 221,666   | 16,108         | 15.1             | 12.2 | 6,143                         | 8,247    | 7.7                | 183       | 13,052                       |
| Wholesalers proper 3/                   | 290                      | 275   | 65,294    | 133,305   | 11,364         | 17.4             | 14.2 | 4,600                         | 5,888    | 9.0                | 124       | 10,403                       |
| Manufacturers' sales branches           | 77                       | 66    | 21,482    | 51,734    | 3,229          | 15.0             | 11.6 | 1,061                         | 1,639    | 7.6                | 30        | 1,868                        |
| Agents and brokers                      | 49                       | 85    | 13,325    | 28,677    | 541            | 4.1              | 3.6  | 124                           | 233      | 1.7                | 22        | 129                          |
| All other types                         | 23                       | 15    | 6,777     | 7,950     | 974            | 14.4             | 13.6 | 358                           | 487      | 7.2                | 7         | 652                          |

1/ Cream stations were not included - 1929.

2/ Includes 210 cooperative elevators with sales amounting to \$11,934,000.

3/ Inasmuch as no 1933 wholesale schedules were received for 271 establishments selling fresh farm produce in markets of Minneapolis and St. Paul, which were included in the 1929 census because their sales were largely on a wholesale plane, these figures have been eliminated from the 1929 data for comparison purposes.

## WHOLESALE DISTRIBUTION: 1933

Census of  
American  
Business

TABLE 2A. - STATE OF MINNESOTA

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPED AND KIND OF BUSINESS  
FOR STATES AND SELECTED CITIES

| Kind of Business                                  | Total        | THE STATE              |                                    |                |  |                          |                       | Total        | MINNEAPOLIS AND ST. PAUL |                                    |                |  |                          |                       |
|---|--------------|------------------------|------------------------------------|----------------|--|--------------------------|-----------------------|--------------|--------------------------|------------------------------------|----------------|--|--------------------------|-----------------------|
|   |              | Wholesale<br>merchants | Limited<br>function<br>wholesalers | With<br>stocks | Mfg. sls.<br>branches<br>without<br>stocks | Manufacturers'<br>agents | All other<br>types 1/ |              | Wholesale<br>merchants   | Limited<br>function<br>wholesalers | With<br>stocks | Mfg. sls.<br>branches<br>without<br>stocks | Manufacturers'<br>agents | All other<br>types 1/ |
| <b>Total</b>                                      | <b>5,184</b> | <b>1,461</b>           | <b>75</b>                          | <b>302</b>     | <b>85</b>                                  | <b>119</b>               | <b>3,142</b>          | <b>1,432</b> | <b>828</b>               | <b>25</b>                          | <b>212</b>     | <b>75</b>                                  | <b>112</b>               | <b>180</b>            |
| <b>Amusement and sporting goods</b>               | <b>40</b>    | <b>24</b>              | <b>2</b>                           | <b>7</b>       | <b>5</b>                                   | <b>1</b>                 | <b>1</b>              | <b>36</b>    | <b>20</b>                | <b>1</b>                           | <b>7</b>       | <b>5</b>                                   | <b>1</b>                 | <b>1</b>              |
| Cameras and motion picture equipment and supplies | 4            | 4                      | -                                  | -              | -  | -                        | -                     | 3            | 3                        | -                                  | -              | -  | -                        | -                     |
| Moving picture films                              | 14           | 4                      | -                                  | 5              | 5  | -                        | -                     | 14           | 4                        | -                                  | 5              | 5  | -                        | -                     |
| Sporting goods (general line)                     | 8            | 5                      | -                                  | 1              | 1  | 1                        | 1                     | 8            | 5                        | -                                  | 1              | -  | 1                        | 1                     |
| Toys, novelties, and fireworks                    | 8            | 6                      | 2                                  | -              | -  | -                        | -                     | 7            | 6                        | 1                                  | -              | -  | -                        | -                     |
| All other   | 6            | 5                      | -                                  | 1              | -  | -                        | -                     | 3            | 2                        | -                                  | 1              | -  | -                        | -                     |
| <b>Automotive products</b>                        | <b>103</b>   | <b>75</b>              | <b>4</b>                           | <b>14</b>      | <b>-</b>                                   | <b>8</b>                 | <b>2</b>              | <b>73</b>    | <b>48</b>                | <b>2</b>                           | <b>14</b>      | <b>-</b>                                   | <b>7</b>                 | <b>2</b>              |
| Automobile and other motor vehicles               | 7            | 2                      | -                                  | 4              | -  | 1                        | -                     | 7            | 2                        | -                                  | 4              | -  | 1                        | -                     |
| Automotive eq't., accessories and parts           | 85           | 70                     | 4                                  | 2              | -  | 7                        | 2                     | 55           | 43                       | 2                                  | 2              | -  | 6                        | 2                     |
| Tires and tubes                                   | 11           | 3                      | -                                  | 8              | -  | -                        | -                     | 11           | 3                        | -                                  | 8              | -  | -                        | -                     |
| <b>Chemicals</b>                                  | <b>45</b>    | <b>24</b>              | <b>-</b>                           | <b>12</b>      | <b>4</b>                                   | <b>5</b>                 | <b>-</b>              | <b>40</b>    | <b>21</b>                | <b>-</b>                           | <b>10</b>      | <b>4</b>                                   | <b>5</b>                 | <b>-</b>              |
| Dye-stuffs  | 1            | -                      | -                                  | -              | -  | -                        | -                     | 1            | -                        | -                                  | -              | 1  | -                        | -                     |
| Explosives  | 1            | -                      | -                                  | 1              | -  | -                        | -                     | -            | -                        | -                                  | -              | -  | -                        | -                     |
| Industrial chemicals                              | 6            | 2                      | -                                  | 3              | -  | 1                        | -                     | 5            | 2                        | -                                  | 2              | -  | 1                        | -                     |
| Paints and varnishes                              | 26           | 18                     | -                                  | 6              | 1  | 1                        | -                     | 23           | 15                       | -                                  | 6              | 1  | 1                        | -                     |
| All other   | 11           | 4                      | -                                  | 2              | 2  | 3                        | -                     | 11           | 4                        | -                                  | 2              | 2  | 3                        | -                     |
| <b>Clothing and furnishings</b>                   | <b>67</b>    | <b>44</b>              | <b>-</b>                           | <b>4</b>       | <b>1</b>                                   | <b>15</b>                | <b>3</b>              | <b>62</b>    | <b>39</b>                | <b>-</b>                           | <b>4</b>       | <b>1</b>                                   | <b>15</b>                | <b>3</b>              |
| Clothing and furnishings (general line)           | 6            | 5                      | -                                  | -              | -  | 1                        | -                     | 6            | 5                        | -                                  | -              | -  | 1                        | -                     |
| Clothing, men's and boys'                         | 6            | 4                      | -                                  | -              | -  | 2                        | -                     | 3            | 1                        | -                                  | -              | -  | 2                        | -                     |
| Clothing, women's and children's                  | 16           | 9                      | -                                  | -              | -  | 7                        | -                     | 16           | 9                        | -                                  | -              | -  | 7                        | -                     |
| Furnishings (general line)                        | 1            | -                      | -                                  | -              | 1  | -                        | -                     | 1            | -                        | -                                  | -              | 1  | -                        | -                     |
| Furnishings, men's and boys'                      | 13           | 10                     | -                                  | 2              | -  | 1                        | -                     | 11           | 10                       | -                                  | 2              | -  | -                        | -                     |
| Furnishings, women's and children's               | 1            | 1                      | -                                  | -              | -  | -                        | -                     | 1            | 1                        | -                                  | -              | -  | -                        | -                     |
| Hosiery   | 2            | 2                      | -                                  | -              | -  | -                        | -                     | 2            | 2                        | -                                  | -              | -  | -                        | -                     |
| Millinery and millinery supplies                  | 14           | 10                     | -                                  | -              | -  | 4                        | -                     | 14           | 10                       | -                                  | -              | -  | 4                        | -                     |
| Shoe and other footwear                           | 8            | 3                      | -                                  | 2              | -  | -                        | 3                     | 8            | 3                        | -                                  | 2              | -  | -                        | 3                     |
| <b>Coal</b>                                       | <b>31</b>    | <b>16</b>              | <b>3</b>                           | <b>-</b>       | <b>2</b>                                   | <b>-</b>                 | <b>10</b>             | <b>25</b>    | <b>13</b>                | <b>3</b>                           | <b>-</b>       | <b>2</b>                                   | <b>-</b>                 | <b>7</b>              |
| <b>Drugs and drug sundries</b>                    | <b>27</b>    | <b>14</b>              | <b>-</b>                           | <b>5</b>       | <b>-</b>                                   | <b>4</b>                 | <b>4</b>              | <b>23</b>    | <b>13</b>                | <b>-</b>                           | <b>3</b>       | <b>-</b>                                   | <b>4</b>                 | <b>3</b>              |
| Drugs (general line)                              | 6            | 4                      | -                                  | -              | -  | 1                        | 1                     | 6            | 4                        | -                                  | -              | -  | 1                        | 1                     |
| Drugs (specialty lines)                           | 11           | 4                      | -                                  | 4              | -  | 1                        | 2                     | 8            | 3                        | -                                  | 3              | -  | 1                        | 1                     |
| Toilet articles and preparations                  | 4            | 3                      | -                                  | -              | -  | 1                        | -                     | 4            | 3                        | -                                  | -              | -  | 1                        | -                     |
| All other   | 6            | 3                      | -                                  | 1              | -  | 1                        | 1                     | 5            | 3                        | -                                  | -              | -  | 1                        | 1                     |
| <b>Dry goods</b>                                  | <b>37</b>    | <b>20</b>              | <b>-</b>                           | <b>5</b>       | <b>1</b>                                   | <b>9</b>                 | <b>2</b>              | <b>34</b>    | <b>18</b>                | <b>-</b>                           | <b>4</b>       | <b>1</b>                                   | <b>9</b>                 | <b>2</b>              |
| Dry goods (general line)                          | 6            | 6                      | -                                  | -              | -  | -                        | -                     | 5            | 5                        | -                                  | -              | -  | -                        | -                     |
| Knit goods  | 5            | 4                      | -                                  | -              | -  | 2                        | -                     | 6            | 4                        | -                                  | -              | -  | 2                        | -                     |
| Notions   | 5            | 2                      | -                                  | 1              | 1  | -                        | 1                     | 4            | 1                        | -                                  | 1              | -  | 1                        | -                     |
| Piece goods                                       | 15           | 7                      | -                                  | 2              | -  | 6                        | 1                     | 16           | 7                        | -                                  | 2              | -  | 6                        | 1                     |
| All other   | 4            | 1                      | -                                  | 2              | -  | 1                        | -                     | 3            | 1                        | -                                  | 1              | -  | 1                        | -                     |
| <b>Electrical goods</b>                           | <b>76</b>    | <b>44</b>              | <b>-</b>                           | <b>14</b>      | <b>5</b>                                   | <b>13</b>                | <b>-</b>              | <b>67</b>    | <b>36</b>                | <b>-</b>                           | <b>14</b>      | <b>4</b>                                   | <b>13</b>                | <b>-</b>              |
| Electrical appliances, eq't. and supplies         | 60           | 31                     | -                                  | 14             | 5  | 10                       | -                     | 54           | 26                       | -                                  | 14             | 4  | 10                       | -                     |
| Radios and radio equipment                        | 13           | 10                     | -                                  | -              | -  | 3                        | -                     | 11           | 9                        | -                                  | -              | -  | 3                        | -                     |
| Refrigerators                                     | 3            | 3                      | -                                  | -              | -  | -                        | -                     | 2            | 2                        | -                                  | -              | -  | -                        | -                     |
| <b>Farm products-raw materials</b>                | <b>1,107</b> | <b>89</b>              | <b>-</b>                           | <b>-</b>       | <b>-</b>                                   | <b>-</b>                 | <b>1,018</b>          | <b>89</b>    | <b>50</b>                | <b>-</b>                           | <b>-</b>       | <b>-</b>                                   | <b>-</b>                 | <b>39</b>             |
| Cotton  | 2            | 2                      | -                                  | -              | -  | -                        | -                     | 2            | 2                        | -                                  | -              | -  | -                        | -                     |
| Grain   | 815          | 55                     | -                                  | -              | -  | -                        | 760                   | 68           | 36                       | -                                  | -              | -  | -                        | 35                    |
| Hides, skins, and furs (raw)                      | 31           | 13                     | -                                  | -              | -  | -                        | 18                    | 13           | 9                        | -                                  | -              | -  | -                        | 4                     |
| Horses and mules                                  | 11           | 2                      | -                                  | -              | -  | 9                        | 2                     | 1            | 1                        | -                                  | -              | -  | -                        | 1                     |
| Livestock   | 242          | 15                     | -                                  | -              | -  | -                        | 227                   | 1            | 1                        | -                                  | -              | -  | -                        | 1                     |
| Tobacco (leaf)                                    | 1            | 1                      | -                                  | -              | -  | -                        | 1                     | 1            | 1                        | -                                  | -              | -  | -                        | 1                     |
| Wool and mohair                                   | 5            | 1                      | -                                  | -              | -  | 4                        | 2                     | 1            | 1                        | -                                  | -              | -  | -                        | 1                     |
| <b>Farm products-consumer goods</b>               | <b>945</b>   | <b>200</b>             | <b>7</b>                           | <b>16</b>      | <b>-</b>                                   | <b>-</b>                 | <b>722</b>            | <b>117</b>   | <b>86</b>                | <b>2</b>                           | <b>1</b>       | <b>-</b>                                   | <b>-</b>                 | <b>28</b>             |
| Dairy products (general line)                     | 100          | 23                     | 1                                  | 5              | -  | -                        | 71                    | 7            | 4                        | 1                                  | -              | -  | -                        | 2                     |
| Butter  | 87           | 6                      | -                                  | 2              | -  | -                        | 49                    | -            | -                        | -                                  | -              | -  | -                        | -                     |
| Cheese  | 9            | 2                      | 1                                  | 1              | -  | -                        | 5                     | 2            | 1                        | -                                  | 1              | -  | -                        | -                     |
| Milk and cream                                    | 66           | 4                      | -                                  | 1              | -  | -                        | 61                    | 2            | 2                        | -                                  | -              | -  | -                        | -                     |
| All other dairy products                          | 12           | 5                      | -                                  | 2              | -  | -                        | 5                     | 4            | 2                        | -                                  | -              | -  | -                        | 2                     |
| Poultry and poultry products                      | 152          | 24                     | 1                                  | 2              | -  | -                        | 127                   | 14           | 11                       | -                                  | -              | -  | -                        | 3                     |
| Dairy and poultry products                        | 224          | 26                     | 2                                  | 3              | -  | -                        | 193                   | 8            | 7                        | -                                  | -              | -  | -                        | 1                     |
| Fruits and vegetables (fresh)                     | 281          | 108                    | 2                                  | -              | -  | -                        | 171                   | 78           | 57                       | 1                                  | -              | -  | -                        | 20                    |
| All other   | 44           | 2                      | -                                  | 2              | -  | -                        | 40                    | 2            | 2                        | -                                  | -              | -  | -                        | -                     |

## WHOLESALE DISTRIBUTION: 1933

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BusinessTABLE 2A. - STATE OF MINNESOTA: NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)  
FOR STATES AND SELECTED CITIES

| Kinds of Business                                    | Total | THE STATE              |  |                       |                                |                          |                    | MINNEAPOLIS AND ST. PAUL |                                  |                       |                                |                          |                    |    |
|--|-------|------------------------|--|-----------------------|--------------------------------|--------------------------|--------------------|--------------------------|----------------------------------|-----------------------|--------------------------------|--------------------------|--------------------|----|
|  |       | Wholesale<br>merchants | Limited<br>function<br>merchants<br>with<br>stocks | Off. sls.<br>branches | Off. sls.<br>without<br>stocks | Manufacturers'<br>agents | All other<br>types | Wholesale<br>merchants   | Limited<br>function<br>merchants | Off. sls.<br>branches | Off. sls.<br>without<br>stocks | Manufacturers'<br>agents | All other<br>types |    |
| Farm supplies  | 53    | 36                     | 1  | 4                     | -                              | -                        | 12                 | 14                       | 11                               | 1                     | -                              | -                        | -                  | 2  |
| Feed   | 28    | 14                     | 1  | 4                     | -                              | -                        | 9                  | 9                        | 6                                | 1                     | -                              | -                        | -                  | 2  |
| Fertilizer   | 1     | 1                      | -  | -                     | -                              | -                        | -                  | -                        | -                                | -                     | -                              | -                        | -                  | -  |
| Seeds  | 12    | 10                     | -  | -                     | -                              | -                        | 2                  | 4                        | 4                                | -                     | -                              | -                        | -                  | -  |
| All other  | 12    | 11                     | -  | -                     | -                              | -                        | 1                  | 1                        | 1                                | -                     | -                              | -                        | -                  | -  |
| Furniture and house furnishings                      | 43    | 22                     | -  | 6                     | 4                              | 8                        | 3                  | 42                       | 21                               | -                     | 6                              | 4                        | 8                  | 3  |
| China, glassware and crockery                        | 7     | 2                      | -  | -                     | 1                              | 3                        | 1                  | 7                        | 2                                | -                     | -                              | 1                        | 3                  | 1  |
| Floor coverings                                      | 11    | 5                      | -  | 2                     | 3                              | -                        | 1                  | 11                       | 5                                | -                     | 2                              | 3                        | -                  | 1  |
| Furniture  | 10    | 5                      | -  | 2                     | -                              | 2                        | 1                  | 10                       | 5                                | -                     | 2                              | -                        | 2                  | 1  |
| House furnishings (as specified)                     | 13    | 8                      | -  | 2                     | -                              | 3                        | -                  | 13                       | 8                                | -                     | 2                              | -                        | 3                  | -  |
| Musical instruments and sheet music                  | 2     | 2                      | -  | -                     | -                              | -                        | -                  | 1                        | 1                                | -                     | -                              | -                        | -                  | -  |
| General merchandise                                  | 1     | 1                      | -  | -                     | -                              | -                        | -                  | 1                        | 1                                | -                     | -                              | -                        | -                  | -  |
| Groceries and foods (except farm products)           | 474   | 323                    | 16   | 78                    | 7                              | 1                        | 49                 | 236                      | 143                              | 8                     | 42                             | 4                        | 1                  | 38 |
| Groceries (general line)                             | 52    | 47                     | 1  | -                     | -                              | -                        | 4                  | 48                       | 14                               | -                     | -                              | -                        | -                  | 4  |
| Confectionery and soft drinks                        | 103   | 92                     | 7  | 2                     | -                              | -                        | 2                  | 49                       | 36                               | 3                     | 1                              | -                        | -                  | 2  |
| Fish and sea foods                                   | 21    | 19                     | -  | -                     | -                              | -                        | 2                  | 11                       | 10                               | -                     | -                              | -                        | -                  | 1  |
| Meats and meat products                              | 49    | 28                     | -  | 16                    | 3                              | -                        | -                  | 32                       | 20                               | -                     | 11                             | 1                        | -                  | -  |
| Other food and grocery specialties                   | 249   | 137                    | 8  | 58                    | 4                              | 1                        | 41                 | 135                      | 63                               | 5                     | 30                             | 3                        | 1                  | 33 |
| Hardware   | 22    | 19                     | -  | -                     | 2                              | 1                        | 1                  | 17                       | 14                               | -                     | -                              | 1                        | 1                  | 1  |
| Hardware (general line)                              | 10    | 10                     | -  | -                     | -                              | -                        | -                  | 7                        | 7                                | -                     | -                              | -                        | -                  | -  |
| Hardware (specialty lines)                           | 12    | 9                      | -  | -                     | 1                              | 1                        | 1                  | 10                       | 7                                | -                     | -                              | 1                        | 1                  | 1  |
| Jewelry and optical goods                            | 37    | 32                     | -  | 3                     | 1                              | 1                        | -                  | 31                       | 26                               | -                     | 3                              | 1                        | 1                  | -  |
| Jewelry (general line)                               | 15    | 14                     | -  | -                     | -                              | 1                        | -                  | 14                       | 13                               | -                     | -                              | -                        | 1                  | -  |
| Clocks and watches                                   | 1     | 1                      | -  | -                     | -                              | -                        | -                  | 1                        | 1                                | -                     | -                              | -                        | -                  | -  |
| Diamonds and other precious stones                   | 2     | 2                      | -  | -                     | -                              | -                        | -                  | 2                        | 2                                | -                     | -                              | -                        | -                  | -  |
| Other specialty jewelry                              | 4     | 2                      | -  | 1                     | 1                              | -                        | -                  | 4                        | 2                                | -                     | 1                              | 1                        | -                  | -  |
| Optical goods  | 15    | 13                     | -  | 2                     | -                              | -                        | -                  | 10                       | 8                                | -                     | 2                              | -                        | -                  | -  |
| Lumber and building materials (other than metal)     | 67    | 36                     | 8  | 6                     | 5                              | 4                        | 8                  | 47                       | 23                               | 5                     | 4                              | 5                        | 4                  | 6  |
| Lumber and millwork                                  | 25    | 11                     | 7  | -                     | 1                              | -                        | 6                  | 17                       | 8                                | 4                     | -                              | 1                        | -                  | 4  |
| Asbestos products                                    | 4     | 3                      | -  | 1                     | -                              | -                        | -                  | 3                        | 2                                | -                     | 1                              | -                        | -                  | -  |
| Brick and tile                                       | 3     | 2                      | -  | -                     | -                              | -                        | 1                  | 3                        | 2                                | -                     | -                              | -                        | -                  | 1  |
| Cement   | 4     | 2                      | -  | 1                     | 1                              | -                        | -                  | 2                        | 1                                | -                     | -                              | 1                        | -                  | -  |
| Glass  | 8     | 5                      | -  | 2                     | 1                              | -                        | -                  | 7                        | 4                                | 1                     | 2                              | 1                        | -                  | -  |
| All other  | 23    | 13                     | 1  | 2                     | 2                              | 4                        | 1                  | 15                       | 6                                | 1                     | 1                              | 2                        | 4                  | 1  |
| Machinery equipment and supplies (except electrical) | 239   | 110                    | 2  | 78                    | 24                             | 22                       | 3                  | 186                      | 86                               | -                     | 61                             | 19                       | 18                 | 2  |
| Commercial machinery eq't. and supplies              | 37    | 17                     | -  | 14                    | 3                              | 3                        | -                  | 32                       | 14                               | -                     | 12                             | 3                        | 3                  | -  |
| Construction machinery, eq't. and supplies           | 16    | 7                      | -  | 3                     | 3                              | 3                        | -                  | 11                       | 5                                | -                     | 3                              | 3                        | -                  | -  |
| Farm and dairy machinery and equipment               | 51    | 19                     | 1  | 26                    | 2                              | 5                        | -                  | 50                       | 11                               | -                     | 15                             | 1                        | 3                  | -  |
| Industrial machinery, eq't. and supplies             | 70    | 28                     | -  | 18                    | 14                             | 7                        | 3                  | 61                       | 24                               | -                     | 17                             | 11                       | 7                  | 2  |
| Bottles and bottling equipment                       | 6     | 6                      | -  | -                     | -                              | -                        | -                  | 6                        | 6                                | -                     | -                              | -                        | -                  | -  |
| Machine tools  | 1     | -                      | -  | -                     | -                              | 1                        | 1                  | 1                        | -                                | -                     | -                              | -                        | -                  | 1  |
| Mechanical rubber goods                              | 1     | 1                      | -  | -                     | -                              | -                        | -                  | 1                        | -                                | -                     | -                              | -                        | -                  | -  |
| Mill and mine supplies (general line)                | 4     | 3                      | -  | -                     | -                              | 1                        | -                  | 4                        | 3                                | -                     | -                              | -                        | -                  | 1  |
| All other  | 58    | 18                     | -  | 18                    | 14                             | 6                        | 2                  | 50                       | 15                               | -                     | 17                             | 11                       | 6                  | 1  |
| Professional equipment and supplies                  | 28    | 18                     | 1  | 8                     | 1                              | -                        | -                  | 20                       | 14                               | -                     | 6                              | -                        | -                  | -  |
| Service equipment and supplies                       | 28    | 19                     | -  | 7                     | -                              | 2                        | -                  | 24                       | 16                               | -                     | 6                              | -                        | 2                  | -  |
| Barber and beauty parlor                             | 11    | 9                      | -  | 2                     | -                              | -                        | -                  | 10                       | 8                                | -                     | 2                              | -                        | -                  | -  |
| Laundry  | 6     | 3                      | -  | 2                     | -                              | 1                        | -                  | 6                        | 3                                | -                     | 2                              | -                        | 1                  | -  |
| All other  | 11    | 7                      | -  | 3                     | -                              | 1                        | -                  | 8                        | 5                                | -                     | 2                              | -                        | 1                  | -  |
| Transportation equipment and supplies                | 9     | 2                      | -  | 2                     | 1                              | 4                        | -                  | 8                        | 2                                | -                     | 2                              | 1                        | 3                  | -  |
| Metals (except scrap)                                | 28    | 7                      | -  | 5                     | 9                              | 6                        | 1                  | 28                       | 7                                | -                     | 5                              | 9                        | 6                  | 1  |
| Iron and steel                                       | 20    | 5                      | -  | 2                     | 8                              | 4                        | 1                  | 20                       | 5                                | -                     | 2                              | 8                        | 4                  | 1  |
| Sheet metal products                                 | 1     | -                      | -  | 1                     | -                              | -                        | -                  | 1                        | -                                | -                     | 1                              | -                        | -                  | -  |
| Other metal and metal works                          | 7     | 2                      | -  | 2                     | 1                              | 2                        | -                  | 7                        | 2                                | -                     | 2                              | 1                        | 2                  | -  |
| Paper and its products                               | 53    | 36                     | 2  | 7                     | 5                              | 2                        | 1                  | 45                       | 30                               | 1                     | 7                              | 5                        | 1                  | 1  |
| Petroleum and its products                           | 1,354 | 59                     | 4  | 5                     | -                              | -                        | 1,286              | 66                       | 19                               | 1                     | 2                              | -                        | -                  | 34 |

WHOLESALE DISTRIBUTION: 1933

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 TABLE 2a. - STATE OF MINNESOTA  
 NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)  
 FOR STATE AND SELECTED CITIES

| Kind of Business                          | Total | THE STATE           |                              |                        |                           |                       |                    | All other types 1/ | MINNEAPOLIS AND ST. PAUL |                              |                        |                           |                       |                    |
|---|-------|---------------------|------------------------------|------------------------|---------------------------|-----------------------|--------------------|--------------------|--------------------------|------------------------------|------------------------|---------------------------|-----------------------|--------------------|
|   |       | Wholesale merchants | Limited function wholesalers | Mfg. ests. with stocks | Mfg. ests. without stocks | Manufacturers' agents | All other types 1/ |                    | Wholesale merchants      | Limited function wholesalers | Mfg. ests. with stocks | Mfg. ests. without stocks | Manufacturers' agents | All other types 1/ |
| Plumbing and heating eq't. and supplie    | 56    | 26                  | -                            | 18                     | 4                         | 10                    | 1                  | 50                 | 24                       | -                            | 11                     | 4                         | 10                    | 1                  |
| Heating equipment (general line)          | 9     | 1                   | -                            | 2                      | 2                         | 4                     | -                  | 9                  | 1                        | -                            | 2                      | 2                         | 4                     | -                  |
| Pipes, valves and fittings                | 1     | -                   | -                            | 1                      | 1                         | 1                     | -                  | 1                  | -                        | -                            | -                      | -                         | 1                     | -                  |
| Plumbing and heating eq't. (general line) | 21    | 13                  | -                            | 3                      | -                         | 1                     | -                  | 18                 | 12                       | -                            | 5                      | -                         | 4                     | 1                  |
| All other                                 | 25    | 12                  | -                            | 6                      | 2                         | 4                     | 1                  | 22                 | 11                       | -                            | 4                      | 2                         | 4                     | 1                  |
| Tobacco and its products (except leaf)    | 33    | 23                  | 4                            | 2                      | 3                         | 1                     | -                  | 13                 | 8                        | -                            | 2                      | 2                         | 1                     | -                  |
| Waste materials                           | 59    | 59                  | -                            | -                      | -                         | -                     | -                  | 30                 | 30                       | -                            | -                      | -                         | -                     | -                  |
| Iron and steel scrap                      | 27    | 27                  | -                            | -                      | -                         | -                     | -                  | 20                 | 20                       | -                            | -                      | -                         | -                     | -                  |
| Junk and scrap (general line)             | 26    | 26                  | -                            | -                      | -                         | -                     | -                  | 6                  | 6                        | -                            | -                      | -                         | -                     | -                  |
| Waste paper, rage and rubber              | 6     | 6                   | -                            | -                      | -                         | -                     | -                  | 4                  | 4                        | -                            | -                      | -                         | -                     | -                  |
| All other products                        | 197   | 123                 | 22                           | 16                     | 4                         | 8                     | 15                 | 71                 | 41                       | 1                            | 13                     | 4                         | 7                     | 6                  |
| Bags and bagging                          | 4     | 2                   | -                            | 1                      | -                         | -                     | 1                  | 4                  | 2                        | -                            | 1                      | -                         | 1                     | 1                  |
| Bear                                      | 100   | 71                  | 18                           | 3                      | -                         | 2                     | 1                  | 17                 | 12                       | -                            | 4                      | -                         | 1                     | 1                  |
| Cordage and twine                         | 1     | -                   | -                            | -                      | -                         | -                     | -                  | 1                  | -                        | -                            | -                      | -                         | -                     | -                  |
| Flowers and nursery stock                 | 7     | 7                   | -                            | -                      | -                         | -                     | -                  | 5                  | 5                        | -                            | -                      | -                         | -                     | -                  |
| Forest products (except lumber)           | 24    | 11                  | 2                            | 2                      | -                         | 1                     | 8                  | 10                 | 4                        | -                            | 2                      | -                         | 1                     | 3                  |
| Leather                                   | 3     | 2                   | -                            | 1                      | 1                         | -                     | -                  | 1                  | -                        | -                            | 1                      | -                         | -                     | -                  |
| Leather goods                             | 11    | 8                   | -                            | 1                      | 1                         | 2                     | -                  | 9                  | 6                        | -                            | 1                      | -                         | 2                     | -                  |
| Newspapers and magazines                  | 14    | 11                  | -                            | 1                      | 2                         | -                     | 1                  | 9                  | 7                        | -                            | 2                      | -                         | 1                     | 1                  |
| Oils and greases (animal and vegetable)   | 2     | 1                   | -                            | 1                      | -                         | -                     | -                  | 1                  | -                        | -                            | 1                      | -                         | -                     | -                  |
| Rubber goods (general line)               | 2     | 1                   | -                            | 1                      | -                         | -                     | -                  | 2                  | -                        | -                            | 1                      | -                         | 1                     | -                  |
| Wines and spiritous liquors               | 4     | 2                   | 1                            | 1                      | -                         | -                     | -                  | 4                  | 2                        | 1                            | 1                      | -                         | 1                     | -                  |
| Miscellaneous kinds of business           | 16    | 7                   | 1                            | 1                      | -                         | 3                     | 3                  | 8                  | 3                        | -                            | 1                      | -                         | 3                     | 1                  |

1/ The "All other types" consist of the following-

|   | THE STATE<br>MINNEAPOLIS<br>AND ST. PAUL |    |  | THE STATE<br>MINNEAPOLIS<br>AND ST. PAUL |    |
|---|--|----|--|--|----|
|   |  |    |  |  |    |
| Importers                                     | 8  | 7  | Commission merchants                           | 116                                      | 33 |
| Pices goods                                   | 1  | 1  | Shoes and other footwear                       | 1  | 1  |
| Fruite and vegetables (fresh)                 | 1  | 1  | Coal   | 2  | 2  |
| Other food and grocery specialties            | 3  | 2  | Drugs (specialty lines)                        | 1  | 1  |
| Hardware (specialty lines)                    | 1  | 1  | Notions  | 1  | 1  |
| Bags and bagging                              | 1  | 1  | Grain  | 35                                       | 26 |
| Miscellaneous kinds of business               | 1  | 1  | Horses and mules                               | 1  | 1  |
| Brokers                                       | 70                                       | 57 | Livestock                                      | 47                                       | 7  |
| Shoes and other footwear                      | 1  | 1  | Dairy and poultry products                     | 5  | 5  |
| Drugs (specialty lines)                       | 1  | 1  | Poultry and poultry products                   | 4  | 1  |
| Grain   | 3  | 3  | Fruits and vegetables (fresh)                  | 11                                       | 1  |
| Hides, skins, and furs (raw)                  | 1  | 1  | Other farm supplies                            | 1  | 1  |
| Livestock                                     | 4  | 1  | Other food and grocery specialties             | 1  | 1  |
| Wool and mohair                               | 1  | 1  | Lumber and millwork                            | 3  | 1  |
| Fruits and vegetables (fresh)                 | 10                                       | 10 | Petroleum and its products                     | 1  | 1  |
| Feed  | 2  | 2  | Beer   | 1  | 1  |
| Furniture                                     | 1  | 1  | Selling agents                                 | 21                                       | 18 |
| Groceries (general line)                      | 3  | 3  | Selling goods (general line)                   | 1  | 1  |
| Other food and grocery specialties            | 34                                       | 28 | Automotive eq't., accessories and parts        | 1  | 1  |
| Lumber and millwork                           | 2  | 2  | Shoes and other footwear                       | 1  | 1  |
| Brick and tile                                | 1  | 1  | Coal   | 4  | 4  |
| Machine tools                                 | 1  | 1  | Drugs (general line)                           | 1  | 1  |
| Other industrial machinery eq't. and supplies | 1  | 1  | Other drugs and drug sundries                  | 1  | 1  |
| Paper and its products                        | 1  | 1  | China, glassware and crockery                  | 1  | 1  |
| Petroleum and its products                    | 1  | 1  | Floor coverings                                | 1  | 1  |
| Other plumbing and heating eq't. and supplies | 1  | 1  | Confectionery and soft drinks                  | 2  | 2  |
| Coal  | 1  | 1  |  |  |    |
|   |  |    | Selling agents (continued)                     |  |    |
|   |  |    | Other food and grocery specialties             | 1  | 1  |
|   |  |    | Lumber and millwork                            | 1  | 1  |
|   |  |    | Other lumber and building materials            | 1  | 1  |
|   |  |    | Other industrial machinery, eq't. and supplies | 1  | 1  |
|   |  |    | Iron and steel                                 | 1  | 1  |
|   |  |    | Petroleum and its products                     | 1  | 1  |
|   |  |    | Newspapers and magazines                       | 1  | 1  |
|   |  |    | Rubber goods (general line)                    | 1  | 1  |
|   |  |    | Other agents (fruits and vegetable-fresh)      | 1  | 1  |
|   |  |    | Bulk tank stations (petroleum)                 | 1,280                                    | 31 |
|   |  |    | Chain store warehouse                          | 4  | 4  |
|   |  |    | Automotive eq't., accessories and parts        | 1  | 1  |
|   |  |    | Groceries (general line)                       | 1  | 1  |
|   |  |    | Other foods and grocery specialties            | 2  | 2  |
|   |  |    | Assemblers and country buyers                  | 635                                      | 17 |
|   |  |    | Coal   | 1  | 1  |
|   |  |    | Grain  | 39                                       | 2  |
|   |  |    | Hides, skins and furs (raw)                    | 17                                       | 3  |
|   |  |    | Horses and mules                               | 7  | 1  |
|   |  |    | Livestock                                      | 89                                       | 9  |
|   |  |    | Wool and mohair                                | 2  | 2  |

## WHOLESALE DISTRIBUTION, 1953

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TABLE 2A. - STATE OF MINNESOTA

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Type of Establishments<br>Kind of Business | THE STATE<br>MINNEAPOLIS<br>AND ST. PAUL | Type of Establishments<br>Kind of Business | THE STATE<br>MINNEAPOLIS<br>AND ST. PAUL | Type of Establishments<br>Kind of Business | THE STATE<br>MINNEAPOLIS<br>AND ST. PAUL |
|--|--|--|--|--|--|
| Assemblers and country buyers (continued)  |  | Cooperative marketing associations         | 265 8                                    | Cooperative marketing associations         |  |
| Dairy products (general line)              | 7  | Coal                                       | 2  | (continued)                                |  |
| Butter                                     | 9  | Grain                                      | 9  | Feed                                       | 3  |
| Cheese                                     | 1  | Horses and mules                           | 1  | Fish and seafoods                          | 1  |
| Milk and cream                             | 12                                       | Livestock                                  | 87                                       | Petroleum and its products                 | 3 1                                      |
| Poultry and poultry products               | 117 2                                    | Wool and mohair                            | 1  | Miscellaneous kinds of<br>business         | 1  |
| Dairy and poultry products                 | 171                                      | Dairy products (general line)              | 64 2                                     | Elevators                                  | 678 4                                    |
| Fruits and vegetables (fresh)              | 130 5                                    | Butter                                     | 40                                       | Grain                                      | 673 4                                    |
| Other farm products-consumer goods         | 23                                       | Cheese                                     | 4  | Feed                                       | 4  |
| Seeds                                      | 1  | Milk and cream                             | 5  | Other farm supplies                        | 1  |
| Fish and sea foods                         | 1 1                                      | All other dairy products                   | 4 2                                      | Cream stations                             | 62                                       |
| Forest products (except lumber)            | 6 3                                      | Poultry and poultry products               | 6  | Milk and cream                             | 44                                       |
| Miscellaneous kinds of business            | 1  | Dairy and poultry products                 | 17 1                                     | All other dairy products                   | 1  |
|  |  | Fruits and vegetables (fresh)              | 18 2                                     | Other farm products-<br>consumer goods     | 17                                       |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MINNESOTA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales        | TOTAL EXPENSES  |                             | Full-time<br>employees<br>(average) | PAY ROLL        |                | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|------------------|-----------------|-----------------------------|-------------------------------------|-----------------|----------------|------------------------------------|
|   |                                       |                  | Amount          | Per-<br>cent<br>of<br>sales |                                     | Total           | Part-<br>time  |                                    |
| <b>THE STATE</b>  | <b>5,184</b>                          | <b>\$915,298</b> | <b>\$91,841</b> | <b>10.1</b>                 | <b>29,569</b>                       | <b>\$42,753</b> | <b>\$1,325</b> | <b>\$112,353</b>                   |
| Wholesalers proper  | 1,544                                 | 546,639          | 47,581          | 15.6                        | 16,744                              | 22,987          | 647            | 79,446                             |
| Manufacturers' sales branches                               | 387                                   | 149,322          | 20,887          | 14.0                        | 5,062                               | 8,827           | 179            | 14,397                             |
| Agents and brokers  | 327                                   | 219,026          | 6,065           | 2.8                         | 1,296                               | 2,555           | 111            | 1,546                              |
| All other types   | 2,926                                 | 196,311          | 17,309          | 8.8                         | 6,287                               | 8,554           | 388            | 16,962                             |
| <b>WHOLESALE'S PROPER</b>                                   |                                       |                  |                 |                             |                                     |                 |                |                                    |
| Amusement and sporting goods                                | 26                                    | 1,415            | 386             | 27.3                        | 152                                 | 120             | 11             | 355                                |
| Cameras and motion picture equipment<br>and supplies        | 4                                     | 109              | 35              | 35                          | 7                                   | 11              | 3              | 25                                 |
| Moving picture films  | 4                                     | 72               | 50              | 6                           | 6                                   | 6               | 2              | 23                                 |
| Sporting goods (general line)                               | 5                                     | 321              | 73              | 23                          | 19                                  | 24              | -              | 83                                 |
| Toys, novelties, and fireworks                              | 8                                     | 754              | 209             | 28                          | 110                                 | 60              | 4              | 197                                |
| All other   | 5                                     | 159              | 39              | 25                          | 10                                  | 19              | 2              | 24                                 |
| Automotive products   | 79                                    | 10,581           | 2,374           | 22.9                        | 902                                 | 1,268           | 15             | 2,074                              |
| Automotive eq't., accessories and parts                     | 74                                    | 7,522            | 2,064           | 27.4                        | 797                                 | 1,998           | 14             | 1,956                              |
| All other   | 5                                     | 3,059            | 290             | 9.5                         | 105                                 | 171             | 1              | 158                                |
| Chemicals   | 24                                    | 1,642            | 522             | 31.8                        | 166                                 | 247             | 11             | 314                                |
| Paints and varnishes  | 18                                    | 1,562            | 461             | 29.5                        | 152                                 | 214             | 11             | 259                                |
| All other   | 6                                     | 280              | 61              | 21.4                        | 14                                  | 33              | -              | 55                                 |
| Clothing and furnishings                                    | 44                                    | 5,379            | 689             | 12.8                        | 221                                 | 310             | 13             | 683                                |
| Clothing and furnishings (general line)                     | 5                                     | 557              | 46              | 8.3                         | 16                                  | 25              | 2              | 85                                 |
| Clothing, men's and boys'                                   | 4                                     | 1,443            | 137             | 9.5                         | 49                                  | 67              | -              | 211                                |
| Clothing, women's and children's                            | 9                                     | 1,526            | 162             | 10.6                        | 38                                  | 67              | 3              | 36                                 |
| Furnishings, men's and boys'                                | 10                                    | 1,174            | 216             | 18.4                        | 78                                  | 94              | 6              | 262                                |
| Millinery and millinery supplies                            | 10                                    | 365              | 82              | 22.5                        | 25                                  | 37              | 2              | 14                                 |
| Shoes and other footwear                                    | 3                                     | 267              | 44              | 16.5                        | 15                                  | 20              | -              | 74                                 |
| All other   | 3                                     | 37               | 2               | 5.4                         | -                                   | -               | -              | 1                                  |
| Coal  | 19                                    | 25,761           | 2,258           | 9.4                         | 524                                 | 872             | 16             | 2,751                              |
| Drugs and drug sundries                                     | 14                                    | 7,414            | 1,210           | 16.3                        | 395                                 | 577             | 10             | 1,148                              |
| Drugs (general line)  | 4                                     | 5,862            | 812             | 13.8                        | 298                                 | 431             | 9              | 948                                |
| Drugs (specialty line)                                      | 4                                     | 1,182            | 186             | 15.7                        | 60                                  | 102             | 1              | 165                                |
| Toilet articles and preparations                            | 3                                     | 18               | 7               | 38.9                        | 3                                   | 3               | -              | 14                                 |
| All other   | 3                                     | 552              | 205             | 37.1                        | 34                                  | 41              | -              | 21                                 |
| Dry goods   | 21                                    | 9,552            | 1,612           | 16.9                        | 595                                 | 726             | 22             | 1,513                              |
| Dry goods (general line)                                    | 6                                     | 3,111            | 491             | 15.8                        | 191                                 | 255             | 9              | 473                                |
| Exit goods  | 4                                     | 4,755            | 922             | 19.4                        | 355                                 | 395             | 19             | 740                                |
| Piece goods   | 8                                     | 1,625            | 174             | 10.7                        | 42                                  | 53              | 1              | 253                                |
| All other   | 3                                     | 81               | 25              | 30.9                        | 6                                   | 12              | 2              | 37                                 |
| Electrical goods  | 44                                    | 5,743            | 1,364           | 23.8                        | 467                                 | 659             | 14             | 926                                |
| Electrical appliances, eq't., & supplies                    | 31                                    | 4,466            | 966             | 21.6                        | 322                                 | 455             | 7              | 642                                |
| Radios and radio equipment                                  | 10                                    | 471              | 152             | 32.3                        | 47                                  | 84              | 1              | 147                                |
| Refrigerators   | 3                                     | 806              | 246             | 30.5                        | 98                                  | 131             | 6              | 137                                |
| Farm products—raw materials                                 | 89                                    | 89,417           | 4,585           | 5.1                         | 920                                 | 2,048           | 55             | 41,547                             |
| Grains  | 55                                    | 85,311           | 4,552           | 5.3                         | 855                                 | 1,962           | 47             | 41,268                             |
| Hides, skins, and furs (raw)                                | 13                                    | 1,492            | 154             | 10.3                        | 66                                  | 57              | 13             | 206                                |
| Livestock   | 15                                    | 1,379            | 32              | 2.3                         | 6                                   | 9               | 3              | 5                                  |
| All other   | 6                                     | 1,235            | 67              | 5.4                         | 13                                  | 20              | 2              | 68                                 |

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Census of

American

Business

## WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF MINNESOTA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>establish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALES PROPER (continued)                               |                                  |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 208                              | \$37,320  | \$6,075        | 16.3                        | 2,169                               | \$2,899  | \$128         | \$1,201                            |
| Dairy products (general line)                               | 24                               | 2,901     | 882            |                             | 540                                 | 432      | 12            | 30                                 |
| Butter  | 6                                | 466       | 58             |                             | 25                                  | 26       | 1             | 6                                  |
| Milk and cream  | 4                                | 1,010     | 534            |                             | 194                                 | 325      | -             | 4                                  |
| All other dairy products                                    | 5                                | 315       | 100            |                             | 37                                  | 43       | 1             | 8                                  |
| Poultry and poultry products                                | 25                               | 1,869     | 299            |                             | 70                                  | 85       | 27            | 26                                 |
| Fruits and poultry products                                 | 28                               | 6,481     | 1,288          |                             | 544                                 | 575      | 25            | 234                                |
| Dairy and vegetables (fresh)                                | 111                              | 24,055    | 2,885          |                             | 950                                 | 1,399    | 61            | 881                                |
| All other   | 5                                | 225       | 29             |                             | 11                                  | 16       | 1             | 12                                 |
| Farm supplies   | 37                               | 7,416     | 1,552          | 20.9                        | 571                                 | 857      | 19            | 1,551                              |
| Feed  | 15                               | 2,056     | 149            |                             | 40                                  | 71       | 13            | 144                                |
| Seeds   | 10                               | 4,944     | 1,329          |                             | 504                                 | 732      | 5             | 1,307                              |
| All other   | 12                               | 416       | 74             |                             | 27                                  | 34       | 1             | 100                                |
| Furniture and house furnishings                             | 22                               | 2,376     | 414            | 17.4                        | 179                                 | 177      | 7             | 557                                |
| Floor coverings   | 5                                | 822       | 116            |                             | 30                                  | 46       | 2             | 214                                |
| Furniture   | 5                                | 283       | 73             |                             | 39                                  | 39       | 2             | 106                                |
| House furnishings (except china,<br>glassware and crockery) | 8                                | 1,054     | 189            |                             | 90                                  | 78       | 3             | 211                                |
| All other   | 4                                | 257       | 56             |                             | 20                                  | 14       | -             | 26                                 |
| Groceries and foods (except farm products)                  | 342                              | 52,827    | 8,104          | 12.9                        | 3,390                               | 4,169    | 95            | 7,455                              |
| Groceries (general line)                                    | 48                               | 36,656    | 3,648          |                             | 1,735                               | 2,089    | 10            | 4,797                              |
| Confectionery and soft drinks                               | 99                               | 5,694     | 991            |                             | 403                                 | 460      | 22            | 282                                |
| Fish and sea foods  | 19                               | 2,051     | 408            |                             | 152                                 | 199      | 14            | 133                                |
| Meats and meat products                                     | 28                               | 2,407     | 405            |                             | 151                                 | 208      | 10            | 79                                 |
| Other food and grocery specialties                          | 148                              | 16,019    | 2,652          |                             | 959                                 | 1,213    | 39            | 2,064                              |
| Hardware  | 20                               | 20,935    | 4,175          | 19.9                        | 1,828                               | 2,275    | 2             | 6,255                              |
| Hardware (general line)                                     | 10                               | 20,423    | 3,998          |                             | 1,751                               | 2,192    | 2             | 6,147                              |
| Hardware (specialty lines)                                  | 10                               | 510       | 177            |                             | 77                                  | 85       | -             | 118                                |
| Jewelry and optical goods                                   | 32                               | 1,565     | 578            | 37.0                        | 242                                 | 339      | 1             | 555                                |
| Jewelry (general line)                                      | 14                               | 620       | 181            |                             | 75                                  | 92       | 1             | 359                                |
| Other jewelry specialties                                   | 5                                | 65        | 13             |                             | 3                                   | 6        | -             | 59                                 |
| Optical goods   | 13                               | 878       | 384            |                             | 164                                 | 241      | -             | 135                                |
| Lumber and bldg. mtr'ls. (other than metal)                 | 44                               | 6,394     | 1,280          | 20.1                        | 358                                 | 521      | 62            | 1,424                              |
| Lumber and millwork   | 18                               | 3,655     | 454            |                             | 155                                 | 204      | 2             | 654                                |
| Asbestos products   | 5                                | 45        | 13             |                             | 8                                   | 6        | 1             | 19                                 |
| Glass   | 5                                | 533       | 283            |                             | 75                                  | 138      | 22            | 319                                |
| All other   | 18                               | 2,141     | 550            |                             | 129                                 | 273      | 37            | 422                                |
| Machinery, equipment and supplies (except<br>electrical)    | 112                              | 9,880     | 2,715          | 27.5                        | 979                                 | 1,346    | 28            | 2,550                              |
| Commercial machinery, eqp't. and supplies                   | 17                               | 1,554     | 445            |                             | 170                                 | 222      | 9             | 725                                |
| Farm and dairy machinery and eqp't.                         | 20                               | 2,538     | 460            |                             | 159                                 | 272      | 4             | 447                                |
| Industrial machinery eqp't. and supplies                    | 28                               | 1,110     | 325            |                             | 118                                 | 133      | 9             | 244                                |
| Bottles and bottling equipment                              | 6                                | 290       | 56             |                             | 14                                  | 18       | 1             | 15                                 |
| Mill and mine supplies (general line)                       | 3                                | 91        | 36             |                             | 15                                  | 24       | 5             | 24                                 |
| All other   | 19                               | 729       | 233            |                             | 89                                  | 91       | 3             | 205                                |
| Professional equipment and supplies                         | 19                               | 1,786     | 519            |                             | 208                                 | 262      | 1             | 521                                |
| Service equipment and supplies                              | 19                               | 1,122     | 495            |                             | 214                                 | 262      | 4             | 245                                |
| Barber and beauty parlor equipment<br>and supplies          | 9                                | 905       | 450            |                             | 187                                 | 242      | 2             | 184                                |
| Laundry equipment and supplies                              | 5                                | 15        | 3              |                             | 4                                   | 5        | -             | 13                                 |
| All other   | 7                                | 201       | 36             |                             | 23                                  | 15       | 2             | 48                                 |



## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MINNESOTA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALES PROPER (continued)</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (continued)               |                                       |           |                |                             |                                     |          |               |                                    |
| Other machinery, eqp't. and supplies                        | 9                                     | \$1,760   | \$471          |                             | 110                                 | \$195    | \$1           | \$375                              |
| Metals (except scrap)                                       | 7                                     | 623       | 122            | 19.6                        | 31                                  | 67       | 6             | 124                                |
| Paper and its products                                      | 32                                    | 6,969     | 1,501          | 21.5                        | 568                                 | 827      | 8             | 1,422                              |
| Petroleum and its products                                  | 62                                    | 14,074    | 2,200          | 15.6                        | 520                                 | 836      | 17            | 705                                |
| Plumbing and heating eqp't. and supplies                    | 26                                    | 1,411     | 442            | 31.3                        | 166                                 | 216      | 12            | 488                                |
| Plumbing & heating eqp't. (general line)                    | 13                                    | 1,107     | 318            |                             | 132                                 | 164      | 6             | 408                                |
| All other   | 13                                    | 304       | 124            |                             | 34                                  | 52       | 6             | 80                                 |
| Tobacco and its products (except leaf)                      | 27                                    | 4,564     | 247            | 5.4                         | 91                                  | 125      | 5             | 250                                |
| Waste materials   | 59                                    | 5,859     | 756            | 12.8                        | 297                                 | 325      | 31            | 1,524                              |
| Iron and steel scrap  | 27                                    | 3,846     | 484            |                             | 164                                 | 181      | 8             | 998                                |
| Junk and scrap (general line)                               | 26                                    | 1,254     | 187            |                             | 67                                  | 91       | 11            | 552                                |
| Waste paper, rags and rubber                                | 6                                     | 459       | 85             |                             | 66                                  | 53       | 12            | 34                                 |
| All other kinds of business                                 | 147                                   | 12,054    | 2,439          | 20.2                        | 1,018                               | 1,101    | 51            | 2,007                              |
| Rags and bagging  | 3                                     | 100       | 5              |                             | 4                                   | 5        |               | 7                                  |
| Beer  | 89                                    | 2,901     | 374            |                             | 117                                 | 123      | 10            | 67                                 |
| Flowers and nursery stock                                   | 7                                     | 413       | 118            |                             | 44                                  | 49       |               | 100                                |
| Forest products (except lumber)                             | 13                                    | 976       | 303            |                             | 231                                 | 161      | 21            | 484                                |
| Leather goods   | 8                                     | 479       | 103            |                             | 42                                  | 57       |               | 135                                |
| Newspapers and magazines                                    | 11                                    | 1,128     | 316            |                             | 173                                 | 201      | 1             | 47                                 |
| Wines and spirituous liquors                                | 3                                     | 15        | 4              |                             | 1                                   | 2        |               | 5                                  |
| Miscellaneous   | 13                                    | 6,041     | 1,212          |                             | 406                                 | 503      | 18            | 1,162                              |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| <b>WITH STOCKS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 202                                   | 111,591   | 17,472         | 15.7                        | 6,318                               | 7,281    | 159           | 14,397                             |
| Amusement and sporting goods                                | 7                                     | 1,566     | 431            | 27.5                        | 147                                 | 236      | -             | 54                                 |
| Automotive products   | 14                                    | 5,594     | 1,058          | 18.9                        | 224                                 | 462      | 3             | 664                                |
| Chemicals   | 12                                    | 2,414     | 380            | 15.7                        | 97                                  | 184      | -             | 291                                |
| Clothing and furnishings                                    | 4                                     | 979       | 127            | 13.0                        | 32                                  | 66       | 3             | 106                                |
| Drugs and drug sundries                                     | 5                                     | 555       | 166            | 29.9                        | 52                                  | 72       | -             | 73                                 |
| Dry goods   | 5                                     | 1,160     | 49             | 4.2                         | 13                                  | 25       | -             | 26                                 |
| Electrical goods  | 14                                    | 3,451     | 543            | 15.7                        | 191                                 | 310      | -             | 291                                |
| Farm products—consumer goods                                | 16                                    | 3,211     | 431            | 13.4                        | 109                                 | 119      | 6             | 105                                |
| Farm supplies   | 4                                     | 253       | 21             | 8.3                         | 10                                  | 13       | -             | 18                                 |
| Furniture and house furnishings                             | 6                                     | 1,259     | 170            | 13.1                        | 39                                  | 79       | -             | 121                                |
| Groceries and foods (except farm products)                  | 78                                    | 69,252    | 8,220          | 11.9                        | 1,589                               | 2,938    | 59            | 3,434                              |
| Jewelry and optical goods                                   | 3                                     | 213       | 79             | 37.1                        | 23                                  | 32       | -             | 18                                 |
| Lumber and bldg. m't'ls. (other than metal)                 | 5                                     | 1,040     | 258            | 25.8                        | 89                                  | 137      | 21            | 233                                |
| Machinery, equipment and supplies(except elect'1)           | 78                                    | 9,722     | 3,292          | 33.9                        | 1,373                               | 11,664   | 43            | 6,854                              |
| Metals (except scrap)                                       | 5                                     | 893       | 162            | 18.1                        | 54                                  | 79       | 1             | 413                                |
| Paper and its products                                      | 7                                     | 912       | 212            | 23.2                        | 60                                  | 58       | 2             | 49                                 |
| Petroleum and its products                                  | 5                                     | 2,259     | 88             | 34.0                        | 24                                  | 31       | -             | 48                                 |
| Plumbing and heating eqp't. and supplies                    | 15                                    | 3,258     | 1,132          | 34.7                        | 311                                 | 432      | 12            | 998                                |
| All other kinds of business                                 | 18                                    | 5,544     | 639            | 11.5                        | 147                                 | 324      | 9             | 501                                |
| <b>WITHOUT STOCKS</b>                                       |                                       |           |                |                             |                                     |          |               |                                    |
|   | 85                                    | 37,731    | 3,418          | 9.1                         | 744                                 | 1,546    | 20            | -                                  |
| Amusement and sporting goods                                | 5                                     | 1,232     | 315            | 24.6                        | 96                                  | 150      | -             | -                                  |
| Chemicals   | 4                                     | 55        | 26             | 46.4                        | 5                                   | 10       | -             | -                                  |
| Electrical goods  | 5                                     | 232       | 32             | 13.8                        | 8                                   | 17       | -             | -                                  |
| Furniture and house furnishings                             | 4                                     | 590       | 67             | 9.7                         | 13                                  | 34       | -             | -                                  |
| Groceries and foods (except farm products)                  | 7                                     | 20,764    | 1,455          | 7.0                         | 235                                 | 537      | -             | -                                  |
| Lumber and bldg. m't'ls. (other than metal)                 | 5                                     | 1,123     | 179            | 15.9                        | 51                                  | 104      | -             | -                                  |
| Machinery, equipment and supplies(except elect'1)           | 24                                    | 5,125     | 760            | 14.8                        | 142                                 | 366      | 6             | -                                  |

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Census of  
American  
Business

## WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF MINNESOTA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of<br>year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|---------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                       |
| <b>WITHOUT STOCKS (continued)</b>                           |                                       |           |                |                             |                                     |          |               |                                       |
| Metals (except scrap)                                       | 9                                     | \$5,791   | \$216          | 5.7                         | 49                                  | \$112    | \$14          | \$ -                                  |
| Paper and its products                                      | 5                                     | 902       | 46             | 5.1                         | 11                                  | 36       | -             | -                                     |
| Plumbing and heating eq't. and supplies                     | 4                                     | 346       | 40             | 11.6                        | 8                                   | 18       | -             | -                                     |
| Tobacco and its products (except leaf)                      | 3                                     | 2,388     | 71             | 3.0                         | 25                                  | 43       | -             | -                                     |
| All other kinds of business                                 | 10                                    | 1,037     | 207            | 20.0                        | 81                                  | 119      | -             | -                                     |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                       |
| <b>BROKERS</b>  |                                       |           |                |                             |                                     |          |               |                                       |
| Farm products—raw materials                                 | 70                                    | 47,004    | 662            | 1.8                         | 220                                 | 367      | 6             | 56                                    |
| Farm products—consumer goods                                | 9                                     | 7,870     | 147            | 1.9                         | 50                                  | 87       | -             | 2                                     |
| Groceries and foods (except farm products)                  | 10                                    | 2,770     | 224            | 8.1                         | 27                                  | 53       | 3             | -                                     |
| Lumber and bldg. mtr'ls. (other than metal)                 | 37                                    | 34,437    | 406            | 1.2                         | 100                                 | 196      | 1             | 54                                    |
| All other kinds of business                                 | 11                                    | 1,850     | 74             | 4.0                         | 43                                  | 31       | 2             | -                                     |
| <b>COMMISSION MERCHANTS</b>                                 |                                       |           |                |                             |                                     |          |               |                                       |
| Farm products—raw materials                                 | 116                                   | 162,179   | 4,133          | 2.7                         | 798                                 | 1,721    | 56            | 1,218                                 |
| Farm products—consumer goods                                | 84                                    | 148,944   | 3,610          | 2.4                         | 691                                 | 1,576    | 29            | 1,062                                 |
| Lumber and bldg. mtr'ls. (other than metal)                 | 20                                    | 1,075     | 202            | 18.8                        | 43                                  | 68       | 27            | 24                                    |
| All other kinds of business                                 | 9                                     | 1,728     | 297            | 17.2                        | 62                                  | 67       | -             | 141                                   |
| <b>MANUFACTURERS' AGENTS</b>                                |                                       |           |                |                             |                                     |          |               |                                       |
| Automotive products   | 119                                   | 8,271     | 617            | 7.5                         | 186                                 | 293      | 30            | 119                                   |
| Chemicals   | 8                                     | 271       | 23             | 8.5                         | 15                                  | 18       | 2             | 23                                    |
| Clothing and furnishings                                    | 5                                     | 255       | 38             | 14.3                        | 12                                  | 18       | -             | 4                                     |
| Drugs and drug sundries                                     | 15                                    | 1,282     | 79             | 6.3                         | 23                                  | 29       | 4             | 8                                     |
| Dry goods   | 4                                     | 286       | 60             | 21.0                        | 21                                  | 43       | -             | 4                                     |
| Electrical goods  | 9                                     | 1,784     | 20             | 1.1                         | 10                                  | 9        | -             | -                                     |
| Furniture and house furnishings                             | 13                                    | 820       | 92             | 11.2                        | 22                                  | 36       | 2             | 21                                    |
| Lumber and bldg. mtr'ls. (other than metal)                 | 8                                     | 457       | 48             | 10.5                        | 3                                   | 5        | 3             | -                                     |
| Machinery, equipment and supplies (except elec't'l)         | 4                                     | 98        | 20             | 20.4                        | 15                                  | 37       | 10            | 2                                     |
| Metals (except scrap)                                       | 22                                    | 933       | 88             | 9.4                         | 25                                  | 32       | 3             | 47                                    |
| Plumbing and heating eq't. and supplies                     | 6                                     | 315       | 19             | 6.0                         | -                                   | 3        | 3             | 1                                     |
| All other kinds of business                                 | 10                                    | 750       | 88             | 11.7                        | 21                                  | 51       | 1             | 1                                     |
|   | 15                                    | 1,040     | 42             | 4.0                         | 21                                  | 17       | 2             | 13                                    |
| <b>SELLING AGENTS</b>                                       |                                       |           |                |                             |                                     |          |               |                                       |
| Coal  | 22                                    | 11,572    | 453            | 4.0                         | 92                                  | 184      | 19            | 155                                   |
| Groceries and foods (except farm products)                  | 4                                     | 5,948     | 148            | 2.5                         | 36                                  | 70       | -             | 139                                   |
| All other kinds of business                                 | 3                                     | 132       | 37             | 28.0                        | 10                                  | 18       | -             | -                                     |
|   | 15                                    | 5,492     | 278            | 5.1                         | 46                                  | 96       | 19            | 16                                    |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                       |
| BULK TANK STATIONS (petroleum)                              | 1,280                                 | 38,971    | 6,943          | 17.8                        | 2,206                               | 3,616    | 64            | 4,014                                 |
| CHAIN STORE WAREHOUSES                                      | 4                                     | 39,965    | 381            | 1.0                         | 156                                 | 185      | -             | 263                                   |
| ASSEMBLERS AND COURTESY BUTERS                              | 636                                   | 23,281    | 2,336          | 10.0                        | 1,101                               | 1,084    | 185           | 1,008                                 |
| Farm products—raw materials                                 | 164                                   | 7,957     | 430            | 5.4                         | 185                                 | 186      | 28            | 303                                   |
| Farm products—consumer goods                                | 470                                   | 14,903    | 1,615          | 12.2                        | 903                                 | 862      | 164           | 540                                   |
| All other kinds of business                                 | 12                                    | 391       | 91             | 23.3                        | 13                                  | 36       | 8             | 165                                   |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   |                                       |           |                |                             |                                     |          |               |                                       |
| Farm products—raw materials                                 | 266                                   | 55,734    | 4,970          | 8.9                         | 1,779                               | 2,281    | 87            | 2,349                                 |
| Farm products—consumer goods                                | 98                                    | 18,148    | 466            | 2.6                         | 163                                 | 281      | 27            | 28                                    |
| Farm supplies   | 168                                   | 35,045    | 4,232          | 12.1                        | 1,488                               | 1,909    | 53            | 2,114                                 |
| All other kinds of business                                 | 3                                     | 80        | 7              | 8.8                         | 3                                   | 8        | -             | 9                                     |
|   | 7                                     | 2,451     | 265            | 10.8                        | 126                                 | 139      | 7             | 198                                   |
| <b>CREAM STATIONS</b>                                       |                                       |           |                |                             |                                     |          |               |                                       |
| ELEVATORS   | 62                                    | 4,876     | 178            | 3.7                         | 43                                  | 74       | 5             | 10                                    |
| Farm products—raw materials                                 | 678                                   | 35,514    | 3,500          | 7.5                         | 903                                 | 1,164    | 47            | 8,418                                 |
| Farm supplies   | 678                                   | 33,291    | 2,475          | 7.4                         | 892                                 | 1,158    | 47            | 8,396                                 |
|   | 5                                     | 228       | 25             | 11.2                        | 11                                  | 11       | -             | 30                                    |



## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MINNESOTA—WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALE TRADERS (continued)                               |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 153                                   | \$36,172  | \$4,752        | 13.1                        | 2,110                               | \$2,605  | \$49          | \$4,084                            |
| Groceries (general line)                                    | 14                                    | 20,053    | 1,973          |                             | 1,005                               | 1,152    | 5             | 2,709                              |
| Confectionery and soft drinks                               | 39                                    | 3,363     | 520            |                             | 261                                 | 309      | 8             | 162                                |
| Fish and sea foods  | 10                                    | 1,313     | 224            |                             | 96                                  | 124      | 4             | 104                                |
| Meats and meat products                                     | 20                                    | 2,064     | 346            |                             | 135                                 | 183      | 7             | 61                                 |
| Other food and grocery specialties                          | 70                                    | 9,379     | 1,689          |                             | 613                                 | 837      | 25            | 1,048                              |
| Hardware  | 15                                    | 13,730    | 2,603          | 19.0                        | 1,192                               | 1,501    | 2             | 3,900                              |
| Hardware (general line)                                     | 7                                     | 15,246    | 2,428          |                             | 1,115                               | 1,418    | 2             | 3,794                              |
| Hardware (specialty lines)                                  | 8                                     | 484       | 175            |                             | 77                                  | 83       | -             | 106                                |
| Jewelry and optical goods                                   | 26                                    | 1,399     | 505            | 36.1                        | 211                                 | 294      | 1             | 529                                |
| Specialty jewelry   | 5                                     | 65        | 13             |                             | 3                                   | 6        | -             | 59                                 |
| Optical goods   | 8                                     | 756       | 323            |                             | 141                                 | 205      | 1             | 123                                |
| All other   | 13                                    | 598       | 169            |                             | 67                                  | 83       | -             | 347                                |
| Lumber and bldg. mtr'ls. (other than metal)                 | 28                                    | 5,527     | 1,048          | 19.0                        | 304                                 | 517      | 45            | 1,255                              |
| Lumber and millwork   | 12                                    | 3,528     | 413            |                             | 147                                 | 193      | 1             | 648                                |
| Asbestos products   | 5                                     | 630       | 246            |                             | 50                                  | 131      | 22            | 156                                |
| All other   | 11                                    | 1,369     | 389            |                             | 107                                 | 193      | 22            | 451                                |
| Machinery, equipment and supplies<br>(except electrical)    | 86                                    | 9,018     | 2,523          | 28.0                        | 919                                 | 1,252    | 25            | 2,324                              |
| Commercial machinery, eqpt. and supplies                    | 14                                    | 1,456     | 412            |                             | 160                                 | 206      | 9             | 690                                |
| Construction machinery, eqpt. & supplies                    | 5                                     | 1,413     | 395            |                             | 87                                  | 148      | 1             | 349                                |
| Farm and dairy machinery and equipment                      | 11                                    | 2,225     | 422            |                             | 145                                 | 253      | 4             | 378                                |
| Industrial machinery, eqpt. and supplies                    | 24                                    | 956       | 281            |                             | 107                                 | 113      | 9             | 195                                |
| Bottles and bottling equipment                              | 6                                     | 290       | 56             |                             | 14                                  | 18       | 1             | 15                                 |
| Mill and mine supplies (general line)                       | 3                                     | 91        | 36             |                             | 15                                  | 24       | 5             | 24                                 |
| All other   | 15                                    | 575       | 189            |                             | 78                                  | 71       | 3             | 156                                |
| Professional equipment and supplies                         | 14                                    | 1,642     | 475            |                             | 193                                 | 256      | -             | 468                                |
| Other machinery, equipment and supplies                     | 18                                    | 1,325     | 538            |                             | 227                                 | 296      | 2             | 244                                |
| Metals (except scrap)                                       | 7                                     | 623       | 122            | 19.6                        | 31                                  | 57       | 6             | 124                                |
| Pepper and its products                                     | 31                                    | 6,056     | 1,331          | 22.0                        | 499                                 | 724      | 8             | 1,247                              |
| Petroleum and its products                                  | 20                                    | 12,847    | 1,877          | 14.8                        | 423                                 | 704      | 11            | 560                                |
| Plumbing and heating equipment and supplies                 | 24                                    | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| Tobacco and its products (except leaf)                      | 8                                     | 1,635     | 64             | 3.9                         | 33                                  | 39       | -             | 68                                 |
| Waste materials   | 30                                    | 3,454     | 481            | 14.0                        | 202                                 | 197      | 15            | 973                                |
| Iron and steel scrap  | 20                                    | 2,955     | 392            |                             | 141                                 | 145      | 3             | 903                                |
| Junk and scrap (general line)                               | 6                                     | 108       | 22             |                             | 5                                   | 7        | 2             | 39                                 |
| Waste paper, rags and rubber                                | 4                                     | 371       | 67             |                             | 56                                  | 47       | 10            | 31                                 |
| All other kinds of business                                 | 45                                    | 8,375     | 1,791          | 21.4                        | 640                                 | 821      | 18            | 1,619                              |
| Bags and bagging  | 3                                     | 100       | 9              |                             | 4                                   | 5        | -             | 7                                  |
| Beer  | 12                                    | 499       | 66             |                             | 26                                  | 24       | -             | 9                                  |
| Flowers and nursery stock                                   | 5                                     | 146       | 36             |                             | 11                                  | 12       | -             | 12                                 |
| Forest products (except lumber)                             | 4                                     | 241       | 156            |                             | 38                                  | 76       | 1             | 326                                |
| Leather goods   | 6                                     | 458       | 98             |                             | 40                                  | 54       | -             | 127                                |
| Newspapers and magazines                                    | 7                                     | 990       | 285            |                             | 157                                 | 190      | -             | 41                                 |
| Wines and spirituous liquors                                | 3                                     | 16        | 4              |                             | 1                                   | 2        | 1             | 5                                  |
| Miscellaneous   | 5                                     | 5,825     | 1,138          |                             | 363                                 | 458      | 16            | 1,092                              |

## WHOLESALE DISTRIBUTION: 1933

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Table 28.—STATE OF MINNESOTA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales     | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL     |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|---------------|----------------|-----------------------------|-------------------------------------|--------------|---------------|------------------------------------|
|   |                                       |               | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total        | Part-<br>time |                                    |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |               |                |                             |                                     |              |               |                                    |
| <b>WITH STOCKS</b>  |                                       |               |                |                             |                                     |              |               |                                    |
| Amusement and sporting goods                                | 212                                   | \$100,554     | \$15,695       | 15.6                        | 5,727                               | \$6,427      | \$144         | \$12,078                           |
| Automotive products   | 7                                     | 1,566         | 451            | 27.5                        | 147                                 | 256          | -             | 54                                 |
| Chemicals   | 14                                    | 5,594         | 1,058          | 18.9                        | 224                                 | 462          | 3             | 664                                |
| Clothing and furnishings                                    | 10                                    | 1,521         | 281            | 18.5                        | 64                                  | 121          | -             | 180                                |
| Drugs and drug sundries                                     | 4                                     | 979           | 127            | 13.0                        | 32                                  | 66           | 3             | 106                                |
| Dry goods   | 3                                     | (X)           | (X)            | (X)                         | (X)                                 | (X)          | (X)           | (X)                                |
| Electrical goods  | 4                                     | (X)           | (X)            | (X)                         | (X)                                 | (X)          | (X)           | (X)                                |
| Furniture and house furnishings                             | 14                                    | 5,451         | 545            | 15.7                        | 191                                 | 510          | -             | 291                                |
| Groceries and foods (except farm products)                  | 6                                     | 1,299         | 170            | 15.7                        | 39                                  | 79           | -             | 121                                |
| Jewelry and optical goods                                   | 42                                    | 65,990        | 7,512          | 11.7                        | 1,357                               | 2,595        | 57            | 2,649                              |
| Lumber and bldg. mtr'ls. (other than metal)                 | 3                                     | 213           | 79             | 37.1                        | 23                                  | 32           | -             | 18                                 |
| Machinery, equipment and supplies (except elect'l)          | 4                                     | 888           | 265            | 29.6                        | 88                                  | 154          | 21            | 173                                |
| Metals (except scrap)                                       | 51                                    | 8,101         | 2,772          | 34.2                        | 963                                 | 1,407        | 41            | 5,695                              |
| Machinery, equipment and supplies (except elect'l)          | 6                                     | 895           | 162            | 18.1                        | 54                                  | 79           | 1             | 415                                |
| Paper and its products                                      | 7                                     | 912           | 212            | 23.2                        | 40                                  | 58           | 2             | 49                                 |
| Plumbing and heating eq't. and supplies                     | 11                                    | 2,891         | 1,045          | 36.1                        | 286                                 | 395          | 7             | 909                                |
| All other kinds of business                                 | 17                                    | 6,585         | 851            | 12.9                        | 171                                 | 350          | 9             | 681                                |
| <b>WITHOUT STOCKS</b>                                       | <b>75</b>                             | <b>18,137</b> | <b>2,088</b>   | <b>11.5</b>                 | <b>516</b>                          | <b>1,047</b> | <b>16</b>     | <b>-</b>                           |
| Amusement and sporting goods                                | 5                                     | 1,282         | 515            | 24.6                        | 96                                  | 150          | -             | -                                  |
| Chemicals   | 4                                     | (X)           | (X)            | (X)                         | (X)                                 | (X)          | (X)           | -                                  |
| Electrical goods  | 4                                     | (X)           | (X)            | (X)                         | (X)                                 | (X)          | (X)           | -                                  |
| Furniture and house furnishings                             | 4                                     | 690           | 67             | 9.7                         | 13                                  | 54           | -             | -                                  |
| Groceries and foods (except farm products)                  | 4                                     | 2,010         | 287            | 14.3                        | 66                                  | 120          | -             | -                                  |
| Lumber and bldg. mtr'ls. (other than metal)                 | 5                                     | 1,123         | 179            | 15.9                        | 51                                  | 104          | -             | -                                  |
| Machinery, equipment and supplies (except elect'l)          | 19                                    | 4,757         | 650            | 13.2                        | 113                                 | 302          | 2             | -                                  |
| Metals (except scrap)                                       | 9                                     | 3,791         | 216            | 5.7                         | 49                                  | 112          | 14            | -                                  |
| Paper and its products                                      | 5                                     | 902           | 46             | 5.1                         | 11                                  | 36           | -             | -                                  |
| Plumbing and heating eq't. and supplies                     | 4                                     | 346           | 40             | 11.6                        | 8                                   | 18           | -             | -                                  |
| All other kinds of business                                 | 12                                    | 3,013         | 261            | 8.7                         | 100                                 | 152          | -             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                       |               |                |                             |                                     |              |               |                                    |
| <b>BROKERS</b>  |                                       |               |                |                             |                                     |              |               |                                    |
| Farm products—raw materials                                 | 57                                    | 39,833        | 711            | 1.8                         | 168                                 | 292          | 6             | 12                                 |
| Farm products—consumer goods                                | 5                                     | 2,103         | 58             | 1.8                         | 12                                  | 20           | -             | -                                  |
| Groceries and foods (except farm products)                  | 10                                    | 2,770         | 224            | 8.1                         | 27                                  | 63           | 3             | -                                  |
| Lumber and bldg. mtr'ls. (other than metal)                 | 31                                    | 31,956        | 374            | 1.2                         | 86                                  | 178          | 1             | 12                                 |
| All other kinds of business                                 | 3                                     | (X)           | (X)            | (X)                         | (X)                                 | (X)          | (X)           | -                                  |
|   | 10                                    | (X)           | (X)            | (X)                         | (X)                                 | (X)          | (X)           | -                                  |
| <b>COMMISSION MERCHANTS</b>                                 |                                       |               |                |                             |                                     |              |               |                                    |
| Farm products—raw materials                                 | 33                                    | 96,703        | 1,784          | 1.8                         | 568                                 | 904          | 6             | 1,187                              |
| Farm products—consumer goods                                | 22                                    | 94,647        | 1,474          | 1.6                         | 302                                 | 828          | 4             | 1,059                              |
| All other kinds of business                                 | 7                                     | 2,056         | 310            | 15.1                        | 66                                  | 76           | 2             | 158                                |
| <b>MANUFACTURERS' AGENTS</b>                                |                                       |               |                |                             |                                     |              |               |                                    |
| Automotive products   | 112                                   | 7,927         | 559            | 7.2                         | 175                                 | 275          | 28            | 114                                |
| Chemicals   | 7                                     | (X)           | (X)            | (X)                         | (X)                                 | (X)          | (X)           | (X)                                |
| Clothing and furnishings                                    | 8                                     | 265           | 58             | 14.3                        | 12                                  | 18           | 4             | 3                                  |
| Drugs and drug sundries                                     | 15                                    | 1,252         | 79             | 6.3                         | 23                                  | 29           | -             | 4                                  |
| Dry goods   | 4                                     | 286           | 60             | 21.0                        | 21                                  | 43           | -             | 4                                  |
| Electrical goods  | 9                                     | 1,784         | 20             | 1.1                         | 10                                  | 9            | -             | -                                  |
| Furniture and house furnishings                             | 13                                    | 820           | 92             | 11.2                        | 22                                  | 36           | 2             | 21                                 |
| Lumber and bldg. mtr'ls. (other than metal)                 | 8                                     | 457           | 48             | 10.5                        | 3                                   | 5            | 3             | -                                  |
| Machinery, equipment and supplies (except elect'l)          | 4                                     | (X)           | (X)            | (X)                         | (X)                                 | (X)          | (X)           | (X)                                |
| Metals (except scrap)                                       | 16                                    | 624           | 44             | 7.1                         | 16                                  | 16           | 1             | 46                                 |
| Plumbing and heating eq't. and supplies                     | 6                                     | 315           | 19             | 6.0                         | -                                   | 3            | 3             | 1                                  |
| All other kinds of business                                 | 10                                    | 750           | 88             | 11.7                        | 21                                  | 51           | 1             | 1                                  |
|   | 13                                    | 1,009         | 38             | 5.8                         | 19                                  | 15           | 2             | 13                                 |

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Table 2B.—STATE OF MINNESOTA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales      | TOTAL EXPENSES |                             | Full-time<br>employes<br>(average) | PAY ROLL      |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|----------------|----------------|-----------------------------|------------------------------------|---------------|---------------|------------------------------------|
|   |                                       |                | Amount         | Per-<br>cent<br>of<br>sales |                                    | Total         | Part-<br>time |                                    |
| SELLING AGENTS  | 19                                    | \$11,506       | \$451          | 5.9                         | 87                                 | \$177         | \$19          | \$155                              |
| Coal  | 4                                     | 5,948          | 148            | 2.5                         | 56                                 | 70            | -             | 159                                |
| All other kinds of businesses                               | 15                                    | 5,558          | 303            | 5.5                         | 51                                 | 107           | 19            | 14                                 |
| ALL OTHER TYPES   |                                       |                |                |                             |                                    |               |               |                                    |
| BULK TANK STATIONS (petroleum)                              | 31                                    | 8,606          | 1,358          | 15.8                        | 474                                | 589           | 15            | 843                                |
| CHAIN STORE WAREHOUSES                                      | 4                                     | 39,965         | 381            | 1.0                         | 156                                | 185           | -             | 563                                |
| ASSEMBLERS AND OUTLET BUYERS                                | 17                                    | 2,736          | 259            | 9.5                         | 130                                | 159           | 16            | 81                                 |
| Farm products—raw materials                                 | 6                                     | 1,655          | 127            | 7.8                         | 88                                 | 90            | 6             | 55                                 |
| Farm products—consumer goods                                | 7                                     | 1,023          | 118            | 11.6                        | 37                                 | 44            | 10            | 17                                 |
| All other kinds of business                                 | 4                                     | 80             | 14             | 17.5                        | 5                                  | 5             | -             | 9                                  |
| COOPERATIVE MARKETING ASSOCIATIONS                          | 8                                     | 21,287         | 2,756          | 12.9                        | 1,015                              | 1,322         | 1             | 2,020                              |
| OTHER TYPES   | 4                                     | 5,538          | 270            | 4.9                         | 41                                 | 121           | 1             | 5,418                              |
| <b>MINNEAPOLIS</b>  | <b>998</b>                            | <b>518,879</b> | <b>46,868</b>  | <b>8.9</b>                  | <b>13,260</b>                      | <b>21,067</b> | <b>449</b>    | <b>78,598</b>                      |
| Wholesalers proper  | 570                                   | 208,391        | 24,689         | 11.8                        | 7,956                              | 11,888        | 258           | 55,978                             |
| Manufacturers' sales branches                               | 210                                   | 97,189         | 14,652         | 15.0                        | 3,182                              | 5,835         | 150           | 10,210                             |
| Agents and brokers  | 172                                   | 141,644        | 2,974          | 2.1                         | 675                                | 1,405         | 37            | 1,537                              |
| All other types   | 41                                    | 71,856         | 4,050          | 5.7                         | 1,457                              | 1,959         | 24            | 6,075                              |
| WHOLESALESAERS PROPER                                       |                                       |                |                |                             |                                    |               |               |                                    |
| Amusement and sporting goods                                | 17                                    | 952            | 247            | 25.9                        | 53                                 | 71            | 10            | 235                                |
| Automotive products   | 32                                    | 7,792          | 1,576          | 20.2                        | 597                                | 876           | 6             | 1,372                              |
| Chemicals   | 14                                    | 1,108          | 352            | 31.8                        | 113                                | 168           | 2             | 164                                |
| Clothing and furnishings                                    | 27                                    | 2,801          | 402            | 14.4                        | 11                                 | 176           | 8             | 373                                |
| Coal  | 12                                    | 18,142         | 1,604          | 8.8                         | 374                                | 517           | 6             | 2,557                              |
| Drugs and drug sundries                                     | 7                                     | 5,562          | 902            | 15.9                        | 237                                | 417           | 9             | 611                                |
| Dry goods   | 11                                    | 1,278          | 171            | 8.6                         | 60                                 | 70            | 1             | 91                                 |
| Electrical goods  | 20                                    | 2,644          | 656            | 24.8                        | 226                                | 326           | 9             | 459                                |
| Farm products—raw materials                                 | 47                                    | 80,431         | 3,874          | 4.8                         | 783                                | 1,765         | 19            | 38,061                             |
| Farm products—consumer goods                                | 56                                    | 14,535         | 1,972          | 13.8                        | 792                                | 1,073         | 40            | 361                                |
| Farm supplies   | 11                                    | 6,858          | 1,528          | 22.6                        | 498                                | 751           | 10            | 1,304                              |
| Furniture and house furnishings                             | 13                                    | 1,354          | 224            | 16.5                        | 90                                 | 99            | 4             | 351                                |
| Groceries and foods (except farm products)                  | 97                                    | 19,879         | 2,680          | 13.5                        | 1,013                              | 1,484         | 26            | 1,651                              |
| Hardware  | 12                                    | 6,996          | 1,749          | 19.4                        | 707                                | 826           | 2             | 2,355                              |
| Lumber and optical goods                                    | 16                                    | 1,014          | 386            | 38.1                        | 162                                | 229           | 1             | 342                                |
| Lumber and bldg. mtr'ls. (other than metal)                 | 19                                    | 3,218          | 677            | 17.9                        | 158                                | 304           | 30            | 589                                |
| Machinery, equipment and supplies (except elect'l)          | 59                                    | 6,526          | 1,520          | 24.0                        | 504                                | 729           | 21            | 1,382                              |
| Metals (except scrap)                                       | 6                                     | 439            | 97             | 19.8                        | 25                                 | 36            | 5             | 57                                 |
| Paper and its products                                      | 20                                    | 4,275          | 970            | 22.7                        | 367                                | 525           | 7             | 985                                |
| Petroleum and its products                                  | 11                                    | 11,232         | 1,523          | 13.6                        | 324                                | 551           | 7             | 398                                |
| Plumbing and heating eqpt. and supplies                     | 12                                    | 861            | 215            | 24.7                        | 90                                 | 113           | 7             | 233                                |
| Tobacco and its products (except leaf)                      | 4                                     | 930            | 17             | 1.8                         | 10                                 | 10            | -             | 20                                 |
| Waste materials   | 17                                    | 814            | 116            | 14.5                        | 71                                 | 78            | 11            | 120                                |
| All other kinds of business l/                              | 31                                    | 7,350          | 1,647          | 21.0                        | 512                                | 671           | 17            | 1,619                              |
| MANUFACTURERS' SALES BRANCHES                               |                                       |                |                |                             |                                    |               |               |                                    |
| Amusement and sporting goods                                | 12                                    | 2,848          | 747            | 26.2                        | 245                                | 386           | -             | 54                                 |
| Automotive products   | 10                                    | 3,637          | 769            | 19.8                        | 152                                | 348           | 3             | 504                                |
| Chemicals   | 9                                     | 659            | 141            | 21.4                        | 25                                 | 52            | -             | 71                                 |
| Clothing and furnishings                                    | 4                                     | 1,063          | 133            | 12.5                        | 31                                 | 66            | 4             | 104                                |
| Dry goods   | 5                                     | 1,157          | 68             | 5.9                         | 27                                 | 44            | -             | 25                                 |
| Electrical goods  | 15                                    | 3,544          | 545            | 15.4                        | 191                                | 312           | -             | 289                                |
| Furniture and house furnishings                             | 8                                     | 1,752          | 198            | 11.0                        | 42                                 | 84            | -             | 106                                |
| Groceries and foods (except farm products)                  | 28                                    | 58,468         | 6,803          | 11.6                        | 1,067                              | 2,149         | 50            | 2,388                              |

## WHOLESALE DISTRIBUTION: 1933

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Table 28.—STATE OF MINNESOTA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>establish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>MANUFACTURERS' SALES BRANCHES (continued)</b>            |                                  |           |                |                             |                                     |          |               |                                    |
| Lumber and bldg. mtr'ls. (other than metal)                 | 6                                | \$1,453   | \$299          | 20.8                        | 91                                  | \$175    | \$17          | \$154                              |
| Machinery, equipment and supplies (except elect'l)          | 65                               | 9,668     | 2,920          | 30.2                        | 874                                 | 1,443    | 58            | 5,588                              |
| Metals (except soap)  | 9                                | 1,296     | 169            | 14.6                        | 45                                  | 87       | 2             | 101                                |
| Paper and its products                                      | 10                               | 1,756     | 248            | 14.1                        | 47                                  | 86       | 2             | 48                                 |
| Plumbing and heating eq't. and supplies                     | 10                               | 1,444     | 505            | 35.0                        | 104                                 | 164      | 6             | 505                                |
| All other kinds of business 2/                              | 22                               | 8,264     | 1,005          | 12.1                        | 250                                 | 441      | 8             | 675                                |
| <b>AGENTS AND BROKERS</b>                                   |                                  |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 7                                | 201       | 20             | 10.0                        | 5                                   | 8        | 1             | 16                                 |
| Chemicals   | 4                                | 227       | 29             | 12.8                        | 10                                  | 12       | -             | 1                                  |
| Clothing and furnishings                                    | 17                               | 2,295     | 290            | 12.6                        | 60                                  | 70       | 5             | 49                                 |
| Coal  | 7                                | 6,011     | 181            | 3.0                         | 51                                  | 98       | -             | 159                                |
| Drugs and drug sundries                                     | 5                                | 121       | 16             | 8.4                         | 8                                   | 11       | 1             | 4                                  |
| Dry goods   | 6                                | 541       | 9              | 1.7                         | 4                                   | 4        | -             | -                                  |
| Electrical goods  | 12                               | 791       | 90             | 11.4                        | 20                                  | 56       | 2             | 21                                 |
| Farm products—raw materials                                 | 28                               | 95,567    | 1,480          | 1.6                         | 304                                 | 850      | 4             | 1,029                              |
| Farm products—consumer goods                                | 8                                | 2,546     | 127            | 5.0                         | 21                                  | 54       | 2             | -                                  |
| Furniture and house furnishings                             | 7                                | 942       | 20             | 2.1                         | 5                                   | 5        | 2             | -                                  |
| Groceries and foods (except farm products)                  | 22                               | 26,554    | 551            | 1.2                         | 90                                  | 160      | 10            | 12                                 |
| Lumber and bldg. mtr'ls. (other than metal)                 | 8                                | 1,255     | 145            | 11.6                        | 19                                  | 47       | 10            | 2                                  |
| Machinery, equipment and supplies (except elect'l)          | 13                               | 435       | 30             | 6.9                         | 8                                   | 8        | 1             | 45                                 |
| Metals (except soap)  | 4                                | 299       | 15             | 4.3                         | -                                   | 5        | 3             | -                                  |
| Plumbing and heating eq't. and supplies                     | 9                                | 655       | 50             | 7.9                         | 15                                  | 28       | 2             | 1                                  |
| All other kinds of business 2/                              | 15                               | 5,276     | 145            | 4.4                         | 55                                  | 41       | 5             | 18                                 |
| <b>ALL OTHER TYPES</b>                                      |                                  |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 9                                | 7,117     | 568            | 6.5                         | 125                                 | 208      | 7             | 5,424                              |
| Farm products—consumer goods                                | 11                               | 19,835    | 2,692          | 15.1                        | 917                                 | 1,281    | -             | 1,859                              |
| Groceries and foods (except farm products)                  | 3                                | 35,201    | 82             | .2                          | 26                                  | 56       | -             | 167                                |
| Petroleum and its products                                  | 14                               | 4,372     | 681            | 15.6                        | 256                                 | 262      | 10            | 445                                |
| All other kinds of business 4/                              | 4                                | 6,850     | 507            | 4.5                         | 155                                 | 162      | 7             | 200                                |
| <b>ST. PAUL</b>   |                                  |           |                |                             |                                     |          |               |                                    |
|   | 459                              | 106,678   | 16,108         | 15.1                        | 6,145                               | 8,247    | 185           | 15,052                             |
| Wholesalers proper  | 290                              | 65,294    | 11,564         | 17.4                        | 4,600                               | 5,888    | 124           | 10,405                             |
| Manufacturers' sales branches                               | 77                               | 21,482    | 5,229          | 16.0                        | 1,061                               | 1,659    | 50            | 1,866                              |
| Agents and brokers  | 49                               | 13,525    | 541            | 4.1                         | 124                                 | 253      | 22            | 129                                |
| All other types   | 23                               | 6,777     | 974            | 14.4                        | 358                                 | 437      | 7             | 662                                |
| <b>WHOLESALES PROPER</b>                                    |                                  |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 4                                | 72        | 25             | 34.7                        | 10                                  | -        | -             | 24                                 |
| Automotive products   | 16                               | 1,210     | 405            | 35.5                        | 165                                 | 212      | 2             | 275                                |
| Chemicals   | 7                                | 252       | 122            | 51.1                        | 37                                  | 55       | 2             | 39                                 |
| Clothing and furnishings                                    | 12                               | 2,031     | 186            | 9.3                         | 56                                  | 68       | 5             | 187                                |
| Coal  | 4                                | 5,379     | 609            | 11.3                        | 158                                 | 246      | 7             | 550                                |
| Drugs and drug sundries                                     | 6                                | 592       | 130            | 22.3                        | 40                                  | 59       | 1             | 175                                |
| Dry goods   | 8                                | 7,546     | 1,429          | 18.9                        | 552                                 | 682      | 20            | 1,408                              |
| Electrical goods  | 16                               | 2,533     | 586            | 25.1                        | 204                                 | 295      | 4             | 356                                |
| Farm products—raw materials                                 | 3                                | 1,149     | 50             | 2.5                         | 9                                   | 9        | 1             | 17                                 |
| Farm products—consumer goods                                | 35                               | 6,559     | 1,578          | 19.1                        | 546                                 | 790      | 19            | 218                                |
| Furniture and house furnishings                             | 9                                | 952       | 175            | 18.2                        | 62                                  | 70       | 2             | 206                                |
| Groceries and foods (except farm products)                  | 56                               | 16,295    | 2,072          | 12.7                        | 1,097                               | 1,172    | 23            | 2,253                              |
| Hardware  | 3                                | 4,754     | 854            | 18.0                        | 406                                 | 676      | -             | 1,547                              |
| Jewelry and optical goods                                   | 10                               | 385       | 118            | 30.6                        | 49                                  | 65       | -             | 187                                |
| Lumber and bldg. mtr'ls. (other than metal)                 | 9                                | 2,509     | 471            | 20.4                        | 147                                 | 215      | 15            | 666                                |

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## WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF MINNESOTA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Num-<br>ber of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|--|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALESAERS PROPER (continued)</b>                    |  |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies(except elect'l)           | 27   | \$2,692   | \$1,004        | 37.3                        | 416                                 | \$524    | \$7           | \$742                              |
| Paper and its products                                      | 11   | 1,761     | 361            | 20.3                        | 132                                 | 199      | -             | 252                                |
| Petroleum and its products                                  | 9  | 1,415     | 356            | 25.1                        | 99                                  | 153      | 4             | 162                                |
| Plumbing and heating eq'pt. and supplies                    | 12   | 473       | 147            | 31.1                        | 51                                  | 66       | 3             | 177                                |
| Tobacco and its products (except leaf)                      | 4  | 705       | 46             | 6.5                         | 23                                  | 29       | 1             | 43                                 |
| Waste materials   | 13   | 2,620     | 364            | 13.9                        | 151                                 | 124      | 5             | 853                                |
| All other kinds of business 5/                              | 17   | 1,542     | 302            | 22.5                        | 141                                 | 181      | 2             | 168                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |  |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 4  | 1,757     | 300            | 17.1                        | 62                                  | 115      | -             | 160                                |
| Chemicals   | 6  | 918       | 167            | 18.2                        | 43                                  | 78       | -             | 109                                |
| Electrical goods  | 3  | 74        | 18             | 24.3                        | 4                                   | 8        | -             | 3                                  |
| Groceries and foods (except farm products)                  | 18   | 7,532     | 996            | 13.2                        | 355                                 | 566      | 7             | 261                                |
| Lumber and bldg. mtr'ls. (other than metal)                 | 3  | 578       | 145            | 25.1                        | 47                                  | 85       | 4             | 19                                 |
| Machinery, equipment and supplies(except elect'l)           | 17   | 3,190     | 482            | 15.1                        | 202                                 | 265      | 5             | 317                                |
| Metals (except scrap)                                       | 5  | 3,368     | 188            | 5.5                         | 57                                  | 104      | 13            | 302                                |
| Plumbing and heating eq'pt. and supplies                    | 5  | 1,793     | 580            | 32.3                        | 190                                 | 250      | 1             | 604                                |
| Tobacco and its products (except leaf)                      | 3  | 1,458     | 141            | 9.7                         | 38                                  | 64       | -             | 34                                 |
| All other kinds of business 6/                              | 13   | 794       | 212            | 26.7                        | 63                                  | 104      | -             | 60                                 |
| <b>AGENTS AND BROKERS</b>                                   |  |           |                |                             |                                     |          |               |                                    |
| Dry goods   | 4  | 2,233     | 64             | 2.9                         | 17                                  | 18       | -             | 92                                 |
| Farm products-consumer goods                                | 5  | 1,118     | 148            | 13.2                        | 20                                  | 25       | 4             | 20                                 |
| Furniture and house furnishings                             | 4  | 347       | 9              | 2.6                         | -                                   | -        | 2             | -                                  |
| Groceries and foods (except farm products)                  | 11   | 5,741     | 80             | 1.4                         | 17                                  | 38       | -             | -                                  |
| Machinery, equipment and supplies(except elect'l)           | 7  | 361       | 66             | 18.3                        | 14                                  | 42       | 16            | 6                                  |
| Metals (except scrap)                                       | 3  | 1,141     | 20             | 1.8                         | 8                                   | 12       | -             | 1                                  |
| All other kinds of business 7/                              | 15   | 2,384     | 154            | 6.5                         | 48                                  | 96       | -             | 10                                 |
| <b>ALL OTHER TYPES</b>                                      |  |           |                |                             |                                     |          |               |                                    |
| Farm products-consumer goods 8/                             | 5  | 329       | 78             | 22.2                        | 25                                  | 35       | 4             | 65                                 |
| Petroleum and its products                                  | 18   | 6,448     | 901            | 14.0                        | 338                                 | 452      | 3             | 587                                |
| <b>CITIES OF 100,000 POPULATION AND OVER</b>                |  |           |                |                             |                                     |          |               |                                    |
| <b>DULUTH</b>   | 169  | 62,782    | 7,813          | 12.4                        | 2,540                               | 3,378    | 99            | 11,211                             |
| Wholesaleers proper   | 98   | 28,662    | 5,107          | 17.8                        | 1,948                               | 2,462    | 90            | 6,173                              |
| Manufacturers' sales branches                               | 31   | 5,515     | 877            | 15.9                        | 270                                 | 462      | 5             | 756                                |
| Agents and brokers  | 21   | 20,706    | 1,185          | 5.6                         | 88                                  | 174      | 3             | 4                                  |
| All other types   | 19   | 7,898     | 674            | 8.5                         | 234                                 | 260      | 1             | 2,278                              |
| <b>WHOLESALESAERS PROPER</b>                                |  |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 5  | 322       | 127            | 39.4                        | 38                                  | 46       | 1             | 100                                |
| Clothing and furnishings                                    | 3  | 236       | 52             | 21.8                        | 17                                  | 29       | -             | 39                                 |
| Electrical goods  | 5  | 514       | 106            | 20.6                        | 28                                  | 40       | -             | 119                                |
| Farm products-raw materials                                 | 4  | 4,485     | 559            | 12.5                        | 89                                  | 221      | 58            | 3,806                              |
| Farm products-consumer goods                                | 10   | 2,155     | 375            | 17.4                        | 98                                  | 160      | 4             | 70                                 |
| Groceries and foods (except farm products)                  | 17   | 7,214     | 1,070          | 14.8                        | 450                                 | 553      | 12            | 819                                |
| Lumber and bldg. mtr'ls. (other than metal)                 | 6  | 723       | 198            | 27.4                        | 52                                  | 89       | 13            | 115                                |
| Machinery, eq'pt. & supplies (except elect'l)               | 13   | 480       | 140            | 29.2                        | 44                                  | 68       | -             | 147                                |
| Paper and its products                                      | 5  | 764       | 139            | 18.2                        | 55                                  | 86       | -             | 126                                |
| Waste materials   | 6  | 1,944     | 247            | 12.7                        | 89                                  | 119      | 11            | 184                                |
| All other kinds of business 2/                              | 24   | 9,822     | 2,094          | 21.3                        | 988                                 | 1,069    | 11            | 2,788                              |



## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MINNESOTA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales      | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL     |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|----------------|----------------|-----------------------------|-------------------------------------|--------------|---------------|------------------------------------|
|   |                                       |                | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total        | Part-<br>time |                                    |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |                |                |                             |                                     |              |               |                                    |
| Groceries and foods (except farm products)                  | 15                                    | \$2,941        | \$642          | 15.0                        | 144                                 | \$230        | \$2           | \$109                              |
| Machinery, eq't. & supplies (except elect'l)                | 10                                    | 692            | 226            | 32.7                        | 70                                  | 117          | 1             | 418                                |
| All other kinds of business 10/                             | 8                                     | 1,683          | 209            | 11.1                        | 56                                  | 116          | 2             | 229                                |
| <b>AGENTS AND BROKERS</b>                                   |                                       |                |                |                             |                                     |              |               |                                    |
| Farm products—raw materials                                 | 10                                    | 18,122         | 1,062          | 5.9                         | 64                                  | 137          | 1             | -                                  |
| Groceries and foods (except farm products)                  | 4                                     | 2,027          | 15             | .7                          | 6                                   | 7            | -             | -                                  |
| Machinery, eq't. & supplies (except elect'l)                | 3                                     | 279            | 41             | 14.7                        | 9                                   | 16           | 2             | 1                                  |
| All other kinds of business 11/                             | 4                                     | 278            | 37             | 13.2                        | 9                                   | 14           | -             | 3                                  |
| <b>ALL OTHER TYPES</b>                                      |                                       |                |                |                             |                                     |              |               |                                    |
| Petroleum and its products                                  | 16                                    | 1,657          | 311            | 18.8                        | 97                                  | 145          | 1             | 152                                |
| All other kinds of business 12/                             | 3                                     | 6,241          | 363            | 5.8                         | 137                                 | 115          | -             | 2,126                              |
| <b>CITIES OF 20,000 TO 50,000 POPULATION</b>                |                                       |                |                |                             |                                     |              |               |                                    |
| <b>ROCHESTER</b>  |                                       |                |                |                             |                                     |              |               |                                    |
| Wholesalers proper  | 26                                    | 2,227          | 346            | 15.5                        | 108                                 | 173          | 19            | 239                                |
| All other types   | 10                                    | 1,604          | 179            | 11.2                        | 56                                  | 82           | 2             | 175                                |
|   | 16                                    | 622            | 167            | 26.8                        | 50                                  | 91           | 17            | 64                                 |
| Groceries and foods (except farm products)                  | 7                                     | 1,069          | 37             | 9.1                         | 37                                  | 50           | -             | 141                                |
| Petroleum and its products                                  | 11                                    | 556            | 104            | 28.3                        | 35                                  | 56           | -             | 60                                 |
| All other kinds of business                                 | 8                                     | 790            | 145            | 18.4                        | 36                                  | 67           | 19            | 38                                 |
| <b>ST. CLOUD</b>  |                                       |                |                |                             |                                     |              |               |                                    |
| Wholesalers proper  | 26                                    | 3,543          | 640            | 16.2                        | 239                                 | 313          | 4             | 532                                |
| All other types   | 21                                    | 2,693          | 336            | 11.6                        | 152                                 | 169          | 2             | 197                                |
|   | 17                                    | 1,065          | 304            | 28.8                        | 87                                  | 144          | 2             | 345                                |
| Farm products—consumer goods                                | 6                                     | 1,086          | 132            | 16.8                        | 90                                  | 88           | 1             | 58                                 |
| Groceries and foods (except farm products)                  | 7                                     | 1,019          | 81             | 7.9                         | 45                                  | 54           | 1             | 91                                 |
| Petroleum and its products                                  | 13                                    | 574            | 123            | 21.4                        | 34                                  | 57           | 1             | 58                                 |
| All other products  | 12                                    | 1,269          | 254            | 20.0                        | 70                                  | 114          | 1             | 345                                |
| <b>WINONA</b>   |                                       |                |                |                             |                                     |              |               |                                    |
| Wholesalers proper  | 26                                    | 6,317          | 874            | 13.8                        | 303                                 | 355          | 11            | 1,325                              |
| All other types   | 21                                    | 4,293          | 629            | 14.6                        | 214                                 | 249          | 8             | 734                                |
|   | 17                                    | 2,022          | 245            | 12.1                        | 89                                  | 104          | 3             | 591                                |
| Farm products—consumer goods                                | 4                                     | 424            | 94             | 22.2                        | 25                                  | 32           | 3             | 13                                 |
| Groceries and foods (except farm products)                  | 10                                    | 4,235          | 534            | 12.6                        | 191                                 | 211          | 1             | 1,061                              |
| Petroleum and its products                                  | 11                                    | 699            | 120            | 17.2                        | 40                                  | 54           | 3             | 75                                 |
| All other kinds of business                                 | 13                                    | 939            | 136            | 13.1                        | 47                                  | 56           | 4             | 166                                |
| <b>CITIES OF 5,000 TO 20,000 POPULATION 13/</b>             |                                       |                |                |                             |                                     |              |               |                                    |
| <b>Total</b>  | <b>461</b>                            | <b>102,679</b> | <b>7,106</b>   | <b>6.9</b>                  | <b>2,196</b>                        | <b>3,356</b> | <b>107</b>    | <b>3,366</b>                       |
| <b>ALBERT LEA</b>   | 20                                    | 1,495          | 322            | 21.5                        | 154                                 | 150          | 2             | 175                                |
| <b>ANDER</b>  | 23                                    | 17,947         | 1,167          | 6.5                         | 139                                 | 404          | 3             | 110                                |
| <b>BRANDT</b>   | 22                                    | 2,309          | 233            | 11.8                        | 68                                  | 122          | 10            | 146                                |
| <b>BRAINERD</b>   | 25                                    | 1,959          | 251            | 12.8                        | 81                                  | 111          | 4             | 177                                |
| <b>CHISHOLM</b>   | 6                                     | (X)            | (X)            | (X)                         | (X)                                 | (X)          | (X)           | (X)                                |
| <b>COLOMBE</b>  | 7                                     | 290            | 47             | 16.2                        | 11                                  | 24           | 1             | 20                                 |
| <b>CRONSTON</b>   | 13                                    | 1,693          | 161            | 10.7                        | 69                                  | 97           | 2             | 257                                |
| <b>ELM</b>  | 2                                     | (X)            | (X)            | (X)                         | (X)                                 | (X)          | (X)           | (X)                                |
| <b>EVANSTON</b>   | 7                                     | 302            | 31             | 10.3                        | 21                                  | 23           | -             | 11                                 |
| <b>FAIRMONT</b>   | 15                                    | 923            | 112            | 12.1                        | 33                                  | 59           | 13            | 97                                 |

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## WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF MINNESOTA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments  | Net sales | TOTAL EXPENSES |                             |                                     | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|--|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |  |           | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total    | Part-<br>time |                                    |
| CITIES OF 5,000 TO 20,000 POPULATION (continued)            |  |           |                |                             |                                     |          |               |                                    |
| FARIBAUT  | 18   | \$658     | \$164          | 25.7                        | 59                                  | \$80     | \$2           | \$117                              |
| FERGUS FALLS  | 28   | 1,688     | 256            | 15.2                        | 108                                 | 118      | 6             | 150                                |
| HASTINGS  | 6  | 195       | 37             | 19.2                        | 15                                  | 19       | -             | 20                                 |
| HIBBING   | 14   | 1,812     | 172            | 19.1                        | 80                                  | 86       | 3             | 122                                |
| INTERNATIONAL FALLS   | 9  | 524       | 58             | 11.7                        | 15                                  | 19       | 1             | 27                                 |
| LITTLE FALLS  | 9  | 162       | 34             | 21.0                        | 11                                  | 21       | -             | 20                                 |
| MAKATO  | 33   | 3,861     | 646            | 16.7                        | 260                                 | 338      | 8             | 835                                |
| MOORHEAD  | 22   | 3,265     | 828            | 25.4                        | 235                                 | 284      | 6             | 272                                |
| NEW ULM   | 18   | 1,556     | 152            | 9.5                         | 45                                  | 77       | 4             | 125                                |
| OWAHEE  | 25   | 1,035     | 139            | 15.4                        | 45                                  | 59       | 8             | 94                                 |
| RED WING  | 14   | 722       | 100            | 13.9                        | 34                                  | 45       | 2             | 225                                |
| SOUTH ST. PAUL  | 59   | 57,540    | 1,628          | 2.8                         | 505                                 | 960      | 25            | 49                                 |
| STILLWATER  | 12   | 759       | 123            | 16.6                        | 45                                  | 59       | 3             | 29                                 |
| VIRGINIA  | 15   | 854       | 128            | 15.3                        | 39                                  | 64       | 3             | 98                                 |
| WILLMAR   | 17   | 1,505     | 246            | 15.8                        | 79                                  | 114      | 3             | 155                                |
| 1/  | Includes 1 establishment dealing in general merchandise; and 20 in all other products.   |           |                |                             |                                     |          |               |                                    |
| 2/  | Includes 2 establishments dealing in coal; 2 in drugs and drug sundries; 1 in farm products-consumer goods; 1 in hardware; 2 in jewelry and optical goods; 1 in petroleum and its products; 1 in tobacco and its products (except leaf); and 12 in all other products.   |           |                |                             |                                     |          |               |                                    |
| 3/  | Includes 2 establishments dealing in amusement and sporting goods; 2 in farm supplies; 1 in hardware; 2 in paper and its products; 2 in petroleum and its products; 1 in tobacco and its products (except leaf); and 5 in all other products.  |           |                |                             |                                     |          |               |                                    |
| 4/  | Includes 1 establishment dealing in automotive products; and 3 in all other products.  |           |                |                             |                                     |          |               |                                    |
| 5/  | Includes 1 establishment dealing in farm supplies; 2 in metals (except scrap); and 14 in all other products.   |           |                |                             |                                     |          |               |                                    |
| 6/  | Includes 1 establishment dealing in clothing and furnishings; 1 in drugs and drug sundries; 2 in furniture and house furnishings; 2 in jewelry and optical goods; 2 in paper and its products; 1 in petroleum and its products; and 4 in all other products.   |           |                |                             |                                     |          |               |                                    |
| 7/  | Includes 1 establishment dealing in automotive products; 1 in chemicals; 1 in clothing and furnishings; 2 in drugs and drug sundries; 1 in electrical goods; 1 in farm products-raw materials; 1 in jewelry and optical goods; 2 in lumber and building materials (other than metal); 2 in plumbing and heating equipment and supplies; and 3 in all other products.   |           |                |                             |                                     |          |               |                                    |
| 8/  | Includes 1 establishment dealing in farm products-raw materials; and 1 in groceries and foods (except farm products).  |           |                |                             |                                     |          |               |                                    |
| 9/  | Includes 1 establishment dealing in amusement and sporting goods; 1 in chemicals; 1 in coal; 1 in drugs and drug sundries; 1 in dry goods; 1 in farm supplies; 1 in furniture and house furnishings; 2 in hardware; 2 in jewelry and optical goods; 2 in petroleum and its products; 1 in plumbing and heating equipment and supplies; 2 in tobacco and its products (except leaf); and 8 in all other products. |           |                |                             |                                     |          |               |                                    |
| 10/   | Includes 2 establishments dealing in chemicals; 1 in electrical goods; 1 in farm products-consumer goods; 1 in lumber and building materials (other than metal); 1 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 1 in all other products.   |           |                |                             |                                     |          |               |                                    |
| 11/   | Includes 1 establishment dealing in lumber and building materials (other than metal); 1 in paper and its products; 1 in petroleum and its products; and 1 in all other products.   |           |                |                             |                                     |          |               |                                    |
| 12/   | Includes 1 establishment dealing in farm products-raw materials; 1 in farm products-consumer goods; and 1 in all other products.   |           |                |                             |                                     |          |               |                                    |
| 13/   | No wholesale reports were received from the city of Columbia Heights.  |           |                |                             |                                     |          |               |                                    |

## WHOLESALE DISTRIBUTION: 1933

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Table 3.—STATE OF MINNESOTA RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales  | TOTAL EXPENSES  |                  | RECEIPTS FROM—       |                                  |              |                          |               |                          |
|---|--------------------------|------------------|-----------------|------------------|----------------------|----------------------------------|--------------|--------------------------|---------------|--------------------------|
|   |                          |                  | Amount          | Percent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental |                          | Other sources |                          |
|   |                          |                  |                 |                  |                      |                                  | Amount       | Number of establishments | Amount        | Number of establishments |
| <b>Total for State</b>                                | <b>5,184</b>             | <b>\$913,298</b> | <b>\$91,841</b> | <b>10.1</b>      | <b>\$908,340</b>     | <b>\$1,595</b>                   | <b>30</b>    | <b>\$590</b>             | <b>84</b>     | <b>\$2,775</b>           |
| Amusement and sporting goods                          | 40                       | 4,343            | 1,135           | 26.1             | 1,675                | -                                | 8            | 529                      | 13            | 1/ 2,139                 |
| Automotive products                                   | 103                      | 23,016           | 3,755           | 16.3             | 22,634               | 382                              | -            | -                        | -             | -                        |
| Chemicals   | 45                       | 4,377            | 966             | 22.1             | 4,372                | 2                                | -            | -                        | 1             | 3                        |
| Clothing and furnishings                              | 67                       | 8,790            | 1,117           | 12.7             | 8,778                | 5                                | 1            | 1                        | 2             | 6                        |
| Coal  | 21                       | 20,384           | 2,422           | 8.2              | 20,344               | 12                               | 3            | 8                        | 3             | 14                       |
| Drugs and drug sundries                               | 27                       | 8,450            | 1,448           | 17.2             | 8,404                | 3                                | -            | -                        | 1             | 25                       |
| Dry goods   | 37                       | 13,508           | 1,761           | 13.0             | 13,507               | -                                | -            | -                        | 1             | 1                        |
| Electrical goods                                      | 76                       | 10,246           | 2,031           | 19.8             | 10,146               | 99                               | -            | -                        | 1             | 1                        |
| Farm products—raw materials                           | 1,107                    | 305,627          | 11,713          | 3.8              | 304,878              | 673                              | 2            | 5                        | 9             | 71                       |
| Farm products—consumer goods                          | 945                      | 99,919           | 13,180          | 13.2             | 99,857               | 6                                | 2            | 6                        | 11            | 51                       |
| Farm supplies   | 53                       | 8,909            | 1,616           | 18.1             | 8,901                | 6                                | -            | -                        | 1             | 2                        |
| Furniture and house furnishings                       | 43                       | 5,654            | 681             | 12.0             | 5,537                | -                                | -            | -                        | 4             | 17                       |
| Groceries and foods (except farm products)            | 474                      | 220,945          | 18,345          | 8.3              | 220,876              | 1                                | 4            | 6                        | 12            | 60                       |
| Hardware  | 22                       | 21,111           | 4,183           | 19.8             | 21,108               | 3                                | -            | -                        | -             | -                        |
| Jewelry and optical goods                             | 37                       | 1,868            | 662             | 35.4             | 1,836                | 18                               | 1            | 1                        | 1             | 13                       |
| Lumber and bldg. materials (other than metal)         | 67                       | 9,929            | 1,878           | 18.9             | 9,901                | 19                               | 3            | 9                        | -             | -                        |
| Machinery, equipment and supplies (except electrical) | 239                      | 25,840           | 6,911           | 26.7             | 25,208               | 502                              | 2            | 6                        | 16            | 2/ 384                   |
| Metals (except scrap)                                 | 22                       | 6,747            | 533             | 7.9              | 5,747                | -                                | -            | -                        | -             | -                        |
| Paper and its products                                | 53                       | 8,829            | 1,767           | 20.0             | 8,826                | -                                | 1            | 3                        | -             | -                        |
| Petroleum and its products                            | 1,354                    | 57,464           | 9,581           | 16.7             | 57,397               | 20                               | 5            | 9                        | 3             | 38                       |
| Plumbing and heating equipment and supplies           | 56                       | 5,865            | 1,703           | 29.0             | 5,833                | 19                               | 2            | 6                        | 3             | 7                        |
| Tobacco and its products (except leaf)                | 33                       | 7,610            | 434             | 5.7              | 7,610                | -                                | -            | -                        | -             | -                        |
| Waste materials                                       | 59                       | 5,539            | 756             | 13.6             | 5,559                | -                                | -            | -                        | -             | -                        |
| All other kinds of business                           | 168                      | 18,350           | 3,203           | 17.5             | 18,326               | 17                               | 2            | 2                        | 2             | 5                        |

1/ Includes 15 exchanges dealing in motion picture films, with income from film rentals of \$2,139,000.

2/ Includes 5 establishments dealing in machinery, equipment and supplies with receipts from machine rentals amounting to \$255,000.

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## WHOLESALE DISTRIBUTION: 1933

Table 4.—STATE OF MINNESOTA CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals)

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |                  | ESTABLISHMENTS REPORTING CREDIT SALES |                                       |                  |                                       |                                       |                    |                |                  |             |
|---|--------------------|------------------|---------------------------------------|---------------------------------------|------------------|---------------------------------------|---------------------------------------|--------------------|----------------|------------------|-------------|
|   | Number             | Net sales        | Number                                | Percent of total for kind of business | Net sales        | Percent of total for kind of business | Credit sales                          |                    | Total Expenses |                  |             |
|   |                    |                  |                                       |                                       |                  |                                       | Amount                                | Percent of sales   | Amount         | Percent of sales |             |
|   |                    |                  |                                       |                                       |                  |                                       | Establishments reporting credit sales | All establishments |                |                  |             |
| <b>Total for State</b>                    | <b>5,184</b>       | <b>\$918,298</b> | <b>3,072</b>                          | <b>59.5</b>                           | <b>\$455,804</b> | <b>47.7</b>                           | <b>\$341,811</b>                      | <b>78.4</b>        | <b>37.4</b>    | <b>\$54,657</b>  | <b>14.8</b> |
| <b>WHOLESALESAERS PROPER</b>              |                    |                  |                                       |                                       |                  |                                       |                                       |                    |                |                  |             |
| <b>Total</b>                              | <b>1,544</b>       | <b>549,659</b>   | <b>1,079</b>                          | <b>69.9</b>                           | <b>240,097</b>   | <b>68.9</b>                           | <b>196,749</b>                        | <b>81.9</b>        | <b>56.4</b>    | <b>32,429</b>    | <b>16.0</b> |
| Amusement and sporting goods              | 26                 | 1,415            | 14                                    | 53.8                                  | 832              | 56.8                                  | 491                                   | 59.0               | 34.7           | 242              | 29.1        |
| Automotive products                       | 79                 | 10,381           | 63                                    | 79.7                                  | 7,218            | 69.5                                  | 5,329                                 | 73.8               | 81.3           | 1,974            | 27.3        |
| Chemicals                                 | 24                 | 1,642            | 21                                    | 87.5                                  | 1,602            | 97.6                                  | 1,597                                 | 87.2               | 85.1           | 505              | 31.5        |
| Clothing and furnishings                  | 44                 | 5,379            | 38                                    | 86.4                                  | 4,848            | 90.1                                  | 4,594                                 | 94.6               | 85.2           | 632              | 13.0        |
| Coal                                      | 19                 | 23,761           | 18                                    | 94.7                                  | 22,913           | 96.4                                  | 22,704                                | 93.1               | 95.5           | 2,146            | 9.4         |
| Drugs and drug supplies                   | 14                 | 7,414            | 9                                     | 64.3                                  | 6,392            | 86.2                                  | 5,931                                 | 92.8               | 80.0           | 1,199            | 16.8        |
| Dry goods                                 | 21                 | 9,552            | 18                                    | 85.7                                  | 4,999            | 52.3                                  | 4,066                                 | 81.7               | 42.8           | 721              | 14.4        |
| Electrical goods                          | 44                 | 5,743            | 38                                    | 86.4                                  | 5,555            | 96.7                                  | 4,774                                 | 86.9               | 83.1           | 1,338            | 24.1        |
| Farm products—raw materials               | 89                 | 69,417           | 21                                    | 23.6                                  | 7,851            | 8.8                                   | 600                                   | 7.6                | .7             | 690              | 6.8         |
| Farm products—consumer goods              | 208                | 37,350           | 128                                   | 61.5                                  | 32,632           | 87.3                                  | 26,768                                | 82.2               | 71.8           | 5,276            | 16.2        |
| Farm supplies                             | 37                 | 7,416            | 21                                    | 56.8                                  | 5,752            | 77.6                                  | 4,608                                 | 78.4               | 60.8           | 1,467            | 19.8        |
| Furniture and house furnishings           | 22                 | 2,376            | 21                                    | 95.5                                  | 1,946            | 81.9                                  | 1,467                                 | 75.4               | 51.7           | 336              | 17.3        |
| Groceries & foods                         | 542                | 68,827           | 248                                   | 72.5                                  | 58,328           | 92.8                                  | 44,768                                | 76.7               | 71.2           | 7,215            | 12.4        |
| Hardware                                  | 20                 | 20,933           | 19                                    | 95.0                                  | 20,923           | 99.9                                  | 20,182                                | 96.5               | 96.4           | 3,609            | 16.8        |
| Jewelry and optical goods                 | 32                 | 1,563            | 27                                    | 84.4                                  | 1,392            | 89.1                                  | 1,311                                 | 94.2               | 83.9           | 516              | 37.1        |
| Lumber and building materials             | 44                 | 6,364            | 35                                    | 81.8                                  | 6,136            | 96.1                                  | 6,018                                 | 98.1               | 94.3           | 1,152            | 18.9        |
| Machinery, eq't., and supplies            | 112                | 9,800            | 94                                    | 83.9                                  | 9,160            | 92.7                                  | 7,856                                 | 83.5               | 76.8           | 2,438            | 26.8        |
| Metals (except scrap)                     | 7                  | 623              | 6                                     | 85.7                                  | 612              | 96.2                                  | 408                                   | 66.7               | 65.5           | 120              | 19.6        |
| Paper and its products                    | 38                 | 6,969            | 37                                    | 97.4                                  | 6,771            | 97.2                                  | 6,343                                 | 93.7               | 91.0           | 1,440            | 21.3        |
| Petroleum and its products                | 63                 | 14,074           | 50                                    | 79.4                                  | 13,253           | 94.2                                  | 11,061                                | 83.5               | 78.6           | 2,067            | 16.5        |
| Plumbing & heating eq't. & supplies       | 25                 | 1,411            | 22                                    | 84.6                                  | 1,146            | 81.2                                  | 767                                   | 66.9               | 54.4           | 374              | 32.6        |
| Tobacco and its products (except leaf)    | 27                 | 4,556            | 20                                    | 74.1                                  | 4,258            | 93.5                                  | 2,458                                 | 57.6               | 55.8           | 237              | 5.5         |
| Waste materials                           | 59                 | 5,539            | 17                                    | 28.8                                  | 4,657            | 84.3                                  | 3,981                                 | 85.3               | 71.9           | 674              | 14.4        |
| All other kinds of business               | 147                | 12,054           | 93                                    | 63.3                                  | 10,951           | 90.6                                  | 9,251                                 | 84.5               | 76.7           | 2,172            | 19.8        |
| <b>ALL OTHER TYPES</b>                    |                    |                  |                                       |                                       |                  |                                       |                                       |                    |                |                  |             |
| <b>Total</b>                              | <b>3,640</b>       | <b>564,659</b>   | <b>1,993</b>                          | <b>54.8</b>                           | <b>195,707</b>   | <b>34.7</b>                           | <b>145,062</b>                        | <b>74.1</b>        | <b>25.7</b>    | <b>26,228</b>    | <b>13.4</b> |
| Amusement and sporting goods              | 14                 | 2,928            | 5                                     | 35.7                                  | 1,240            | 42.3                                  | 761                                   | 61.4               | 26.0           | 344              | 27.7        |
| Automotive products                       | 24                 | 12,635           | 21                                    | 87.5                                  | 5,886            | 46.3                                  | 4,729                                 | 80.8               | 37.4           | 1,077            | 16.4        |
| Chemicals                                 | 21                 | 2,735            | 19                                    | 90.5                                  | 2,333            | 85.3                                  | 2,332                                 | 99.9               | 85.3           | 366              | 16.7        |
| Clothing and furnishings                  | 23                 | 3,411            | 16                                    | 69.6                                  | 2,152            | 63.4                                  | 2,076                                 | 96.0               | 80.8           | 205              | 9.5         |
| Coal                                      | 12                 | 6,628            | 9                                     | 75.0                                  | 1,725            | 26.0                                  | 1,689                                 | 97.9               | 25.8           | 122              | 7.1         |
| Drugs and drug supplies                   | 13                 | 1,016            | 6                                     | 61.5                                  | 721              | 71.0                                  | 700                                   | 97.1               | 58.9           | 176              | 24.3        |
| Dry goods                                 | 16                 | 3,966            | 11                                    | 68.8                                  | 2,790            | 70.5                                  | 2,756                                 | 98.8               | 59.7           | 115              | 4.1         |
| Electrical goods                          | 32                 | 4,503            | 22                                    | 69.8                                  | 3,927            | 87.2                                  | 3,784                                 | 96.4               | 94.0           | 604              | 15.4        |
| Farm products—raw materials               | 1,018              | 216,210          | 272                                   | 26.7                                  | 15,959           | 7.4                                   | 2,640                                 | 15.9               | 1.2            | 1,176            | 7.4         |
| Farm products—consumer goods              | 787                | 62,599           | 186                                   | 17.1                                  | 28,676           | 45.8                                  | 22,024                                | 76.6               | 35.2           | 4,258            | 14.9        |
| Farm supplies                             | 15                 | 1,495            | 10                                    | 62.5                                  | 615              | 41.8                                  | 405                                   | 66.3               | 27.1           | 46               | 7.5         |
| Furniture and house furnishings           | 21                 | 2,378            | 14                                    | 66.7                                  | 2,796            | 85.3                                  | 2,787                                 | 99.7               | 85.0           | 248              | 8.9         |
| Groceries & foods                         | 132                | 168,116          | 88                                    | 66.7                                  | 55,315           | 35.0                                  | 48,813                                | 88.2               | 30.9           | 4,713            | 8.5         |
| Hardware                                  | 2                  | (X)              | 1                                     | (X)                                   | (X)              | (X)                                   | (X)                                   | (X)                | (X)            | (X)              | (X)         |
| Jewelry and optical goods                 | 5                  | (X)              | 3                                     | (X)                                   | (X)              | (X)                                   | (X)                                   | (X)                | (X)            | (X)              | (X)         |
| Lumber and building materials             | 33                 | 5,645            | 15                                    | 45.2                                  | 2,755            | 77.7                                  | 2,728                                 | 98.8               | 76.9           | 618              | 18.8        |
| Machinery, eq't., and supplies            | 127                | 15,950           | 88                                    | 70.4                                  | 11,924           | 74.7                                  | 11,031                                | 92.5               | 69.1           | 3,210            | 25.9        |
| Metals (except scrap)                     | 21                 | 6,124            | 17                                    | 81.0                                  | 5,795            | 94.6                                  | 5,740                                 | 99.1               | 95.7           | 386              | 6.7         |
| Paper and its products                    | 15                 | 1,860            | 9                                     | 60.0                                  | 1,152            | 61.9                                  | 1,107                                 | 96.1               | 95.6           | 213              | 18.5        |
| Petroleum and its products                | 1,231              | 43,390           | 1,176                                 | 91.0                                  | 39,688           | 91.5                                  | 19,333                                | 46.7               | 44.6           | 6,665            | 16.8        |
| Plumbing & heating eq't. & supplies       | 30                 | 4,464            | 22                                    | 73.3                                  | 3,665            | 82.3                                  | 3,557                                 | 97.9               | 80.5           | 955              | 25.5        |
| Tobacco and its products (except leaf)    | 6                  | (X)              | 5                                     | (X)                                   | (X)              | (X)                                   | (X)                                   | (X)                | (X)            | (X)              | (X)         |
| All other products                        | 41                 | 6,296            | 30                                    | 73.2                                  | 5,708            | 90.7                                  | 5,512                                 | 95.1               | 84.4           | 650              | 11.4        |

## WHOLESALE DISTRIBUTION: 1933

Table 5.—STATE OF MINNESOTA DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals)

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |                  |                 | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |                                       |                  |                                       |                 |                  |                               |                                     |                           |                                   |
|---|--------------------|------------------|-----------------|--|---------------------------------------|------------------|---------------------------------------|-----------------|------------------|-------------------------------|-------------------------------------|---------------------------|-----------------------------------|
|   | Number             | Net sales        | Total expenses  | Number of establishments                       | Percent of total for kind of business | Net sales        | Percent of total for kind of business | Total expenses  |                  | Sales to retailers for resale | Sales to home consumers (at retail) | Sales to industrial users | Sales to whole-sale organizations |
|   |                    |                  |                 |  |                                       |                  |                                       | Amount          | Percent of sales |                               |                                     |                           |                                   |
| <b>Total for State</b>                    | <b>5,184</b>       | <b>\$913,898</b> | <b>\$91,641</b> | <b>3,778</b>                                   | <b>72.8</b>                           | <b>\$708,648</b> | <b>77.6</b>                           | <b>\$72,889</b> | <b>10.3</b>      | <b>\$309,781</b>              | <b>\$15,384</b>                     | <b>\$22,730</b>           | <b>\$120,797</b>                  |
| <b>WHOLESALE PROPER</b>                   |                    |                  |                 |  |                                       |                  |                                       |                 |                  |                               |                                     |                           |                                   |
| <b>Total</b>                              | <b>1,544</b>       | <b>\$46,639</b>  | <b>47,561</b>   | <b>1,416</b>                                   | <b>91.7</b>                           | <b>\$15,991</b>  | <b>90.6</b>                           | <b>45,783</b>   | <b>13.9</b>      | <b>196,298</b>                | <b>9,586</b>                        | <b>102,989</b>            | <b>8,518</b>                      |
| Amusement & sporting goods                | 26                 | 1,415            | 366             | 25   | 96.2                                  | 1,510            | 98.6                                  | 556             | 27.3             | 890                           | 219                                 | 220                       | 1                                 |
| Automotive products                       | 79                 | 10,361           | 2,374           | 72   | 91.2                                  | 9,978            | 93.8                                  | 2,167           | 22.4             | 7,928                         | 1,243                               | 424                       | 55                                |
| Chemicals                                 | 54                 | 1,648            | 522             | 23   | 91.7                                  | 1,481            | 90.2                                  | 498             | 33.6             | 554                           | 178                                 | 468                       | 283                               |
| Clothing and furnishings                  | 44                 | 5,379            | 689             | 44   | 100.0                                 | 5,379            | 100.0                                 | 689             | 12.8             | 5,333                         | 22                                  | 7                         | 7                                 |
| Coal                                      | 19                 | 23,761           | 2,238           | 10   | 52.6                                  | 12,412           | 52.2                                  | 1,594           | 12.6             | 5,612                         | 8                                   | 5,432                     | 1,330                             |
| Drugs and drug sundries                   | 14                 | 7,414            | 1,210           | 13   | 92.9                                  | 6,914            | 93.3                                  | 1,125           | 16.3             | 6,736                         | 122                                 | 23                        | 36                                |
| Dry goods                                 | 21                 | 9,958            | 1,612           | 20   | 95.2                                  | 9,518            | 99.6                                  | 1,086           | 10.9             | 9,208                         | —                                   | 269                       | 41                                |
| Electrical goods                          | 44                 | 5,743            | 1,564           | 43   | 97.5                                  | 5,715            | 99.5                                  | 1,348           | 23.5             | 5,114                         | 432                                 | 2,115                     | 50                                |
| Farm products—raw materials               | 89                 | 89,417           | 4,683           | 70   | 78.7                                  | 78,584           | 87.8                                  | 3,690           | 4.7              | 7,479                         | 1,422                               | 69,518                    | 364                               |
| Farm products—consumer goods              | 208                | 37,330           | 6,075           | 191  | 91.8                                  | 36,630           | 95.2                                  | 5,947           | 16.2             | 31,894                        | 1,674                               | 1,827                     | 1,235                             |
| Farm supplies                             | 37                 | 7,416            | 1,052           | 21   | 56.8                                  | 6,743            | 90.9                                  | 1,468           | 17.7             | 5,643                         | 227                                 | 670                       | 204                               |
| Furniture and house furnishings           | 23                 | 2,376            | 414             | 22   | 100.0                                 | 2,376            | 100.0                                 | 414             | 17.4             | 2,015                         | 175                                 | 124                       | 62                                |
| Groceries and foods                       | 548                | 68,987           | 8,104           | 338  | 98.8                                  | 60,808           | 96.8                                  | 7,948           | 13.1             | 54,220                        | 426                                 | 4,999                     | 1,382                             |
| Hardware                                  | 20                 | 20,938           | 4,178           | 20   | 100.0                                 | 20,938           | 100.0                                 | 4,178           | 19.9             | 18,966                        | 460                                 | 1,506                     | 2                                 |
| Jewelry and optical goods                 | 32                 | 1,543            | 578             | 32   | 100.0                                 | 1,543            | 100.0                                 | 578             | 37.0             | 1,245                         | 14                                  | 190                       | 14                                |
| Lumber & building materials               | 44                 | 6,364            | 1,860           | 33   | 75.0                                  | 5,543            | 86.8                                  | 942             | 17.0             | 4,070                         | 200                                 | 1,848                     | 25                                |
| Machinery, eq't & supplies                | 112                | 9,880            | 2,716           | 104  | 92.9                                  | 9,652            | 97.7                                  | 2,651           | 29.5             | 5,543                         | 59                                  | 5,927                     | 283                               |
| Metals (except scrap)                     | 7                  | 963              | 122             | 5  | 71.4                                  | 514              | 52.5                                  | 95              | 16.5             | 159                           | 18                                  | 336                       | 1                                 |
| Paper and its products                    | 30                 | 6,849            | 1,501           | 34   | 89.5                                  | 6,415            | 92.1                                  | 1,393           | 21.7             | 3,538                         | 104                                 | 2,733                     | 50                                |
| Petroleum and its products                | 33                 | 14,074           | 2,800           | 31   | 91.0                                  | 10,983           | 78.0                                  | 1,464           | 15.5             | 8,107                         | 901                                 | 1,280                     | 155                               |
| Plumbing & heating eq't                   | 26                 | 1,412            | 442             | 26   | 100.0                                 | 1,412            | 100.0                                 | 442             | 31.3             | 1,028                         | 140                                 | 95                        | 84                                |
| Tobacco and its products                  | 27                 | 4,568            | 347             | 27   | 100.0                                 | 4,568            | 100.0                                 | 347             | 5.4              | 4,467                         | 20                                  | 8                         | 5                                 |
| Waste materials                           | 59                 | 5,559            | 758             | 50   | 84.7                                  | 5,093            | 91.9                                  | 754             | 14.4             | 4,74                          | 65                                  | 2,121                     | 2,593                             |
| All other kinds of business               | 147                | 18,054           | 2,459           | 144  | 98.0                                  | 11,778           | 97.7                                  | 2,199           | 12.7             | 10,319                        | 242                                 | 1,805                     | 10                                |
| <b>ALL OTHER TYPES</b>                    |                    |                  |                 |  |                                       |                  |                                       |                 |                  |                               |                                     |                           |                                   |
| <b>Total</b>                              | <b>3,640</b>       | <b>\$46,639</b>  | <b>44,860</b>   | <b>3,359</b>                                   | <b>64.8</b>                           | <b>\$92,651</b>  | <b>69.5</b>                           | <b>\$9,206</b>  | <b>7.4</b>       | <b>115,425</b>                | <b>6,998</b>                        | <b>159,741</b>            | <b>118,479</b>                    |
| Amusement & sporting goods                | 24                 | 2,228            | 749             | 6  | 28.9                                  | 744              | 25.4                                  | 201             | 27.0             | 194                           | 20                                  | 517                       | 13                                |
| Automotive products                       | 14                 | 12,635           | 1,981           | 21   | 97.5                                  | 11,568           | 90.0                                  | 1,195           | 10.5             | 10,318                        | 188                                 | 523                       | 169                               |
| Chemicals                                 | 21                 | 2,736            | 444             | 12   | 55.7                                  | 1,836            | 67.1                                  | 348             | 12.7             | 865                           | 15                                  | 899                       | 69                                |
| Clothing and furnishings                  | 23                 | 5,411            | 458             | 22   | 95.7                                  | 5,406            | 99.9                                  | 486             | 12.5             | 2,379                         | 30                                  | —                         | 497                               |
| Coal                                      | 18                 | 4,823            | 244             | 7  | 39.3                                  | 1,254            | 25.4                                  | 68              | 2.5              | 133                           | 8                                   | 1,310                     | 3                                 |
| Drugs and drug sundries                   | 13                 | 1,016            | 232             | 12   | 100.0                                 | 1,016            | 100.0                                 | 232             | 23.4             | 697                           | 18                                  | 54                        | 247                               |
| Dry goods                                 | 16                 | 3,956            | 149             | 16   | 100.0                                 | 3,956            | 100.0                                 | 149             | 3.8              | 2,560                         | 5                                   | 1,291                     | —                                 |
| Electrical goods                          | 32                 | 4,203            | 667             | 27   | 84.4                                  | 4,240            | 96.4                                  | 605             | 14.0             | 1,306                         | 2                                   | 2,300                     | 732                               |
| Farm products—raw materials               | 1,015              | 210,110          | 7,128           | 666  | 65.4                                  | 127,327          | 72.8                                  | 4,975           | 5.2              | 2,748                         | 2,527                               | 125,478                   | 23,074                            |
| Farm products—consumer goods              | 739                | 62,599           | 7,105           | 547  | 74.2                                  | 45,114           | 72.1                                  | 6,085           | 12.5             | 38,541                        | 1,616                               | 5,085                     | 9,733                             |
| Farm supplies                             | 15                 | 1,495            | 64              | 12   | 75.0                                  | 876              | 45.4                                  | 50              | 7.4              | 272                           | 30                                  | 153                       | 203                               |
| Furniture & house furnishings             | 21                 | 3,278            | 267             | 19   | 90.5                                  | 3,219            | 98.2                                  | 259             | 8.0              | 2,122                         | 2                                   | 201                       | 693                               |
| Groceries and foods                       | 122                | 156,116          | 10,241          | 121  | 91.7                                  | 102,463          | 64.8                                  | 4,912           | 4.8              | 26,786                        | 72                                  | 5,676                     | 70,129                            |
| Hardware                                  | 8                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                               |
| Jewelry and optical goods                 | 5                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                               |
| Lumber & building materials               | 23                 | 3,845            | 998             | 14   | 69.6                                  | 2,760            | 77.9                                  | 589             | 19.2             | 2,247                         | 12                                  | 637                       | 8                                 |
| Machinery, eq't & supplies                | 127                | 15,960           | 4,192           | 102  | 62.7                                  | 9,455            | 60.5                                  | 2,948           | 39.5             | 5,390                         | 323                                 | 4,974                     | 668                               |
| Metals (except scrap)                     | 21                 | 4,124            | 411             | 14   | 66.7                                  | 3,429            | 56.2                                  | 297             | 8.0              | 2,059                         | —                                   | 1,400                     | —                                 |
| Paper and its products                    | 15                 | 1,280            | 258             | 11   | 73.3                                  | 754              | 60.5                                  | 120             | 20.2             | 623                           | —                                   | 302                       | 29                                |
| Petroleum and its products                | 1,291              | 45,590           | 7,821           | 639  | 49.5                                  | 25,344           | 56.4                                  | 3,765           | 14.8             | 19,395                        | 1,224                               | 1,599                     | 2,588                             |
| Plumbing & heating eq't                   | 20                 | 4,454            | 1,261           | 22   | 95.3                                  | 4,197            | 94.2                                  | 1,042           | 24.8             | 2,603                         | 41                                  | 1,444                     | 109                               |
| Tobacco and its products                  | 6                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                               |
| All other products                        | 41                 | 6,229            | 764             | 40   | 97.6                                  | 6,251            | 99.3                                  | 742             | 11.9             | 2,841                         | 101                                 | 3,258                     | 251                               |

WHOLESALE DISTRIBUTION: 1933  
Table 6.—STATE OF MINNESOTA MONTHLY EMPLOYMENT, BY KIND OF BUSINESS  
For States and Cities of 500,000 Population and Over

| Pro-<br>pri-<br>ors<br>and<br>firm<br>man-<br>agem-<br>ent<br>mem-<br>bers | NUMBER AND PROPORTION<br>OF MEN AND WOMEN<br>EMPLOYED |       | Average<br>number<br>of em-<br>ployees | NUMBER OF EMPLOYEES—By MONTHS                                    |              |               |        |        |        |        |        |        |                     |              |                    | De-<br>cem-<br>ber |
|--|---|-------|--|--|--------------|---------------|--------|--------|--------|--------|--------|--------|---------------------|--------------|--------------------|--------------------|
|  | Men   | Women |  | Employ-<br>ment<br>ratio<br>to<br>average<br>Per-time<br>average | Jan-<br>uary | Feb-<br>ruary | March  | April  | May    | June   | July   | August | Sep-<br>tem-<br>ber | Octo-<br>ber | No-<br>vem-<br>ber |                    |
|  |   |       |  |  |              |               |        |        |        |        |        |        |                     |              |                    |                    |
| Total  | 2,321   | 5,640 | 15.2                                   | 29,389   | 29,130       | 27,699        | 27,705 | 27,627 | 28,407 | 29,110 | 29,576 | 30,166 | 31,143              | 31,120       | 31,141             | 30,525             |
| Amusement and sporting goods   | 21  | 213   | 50.9                                   | 369  | 370          | 375           | 374    | 356    | 375    | 376    | 375    | 383    | 384                 | 383          | 465                | 468                |
| Automotive   | 68  | 1,081 | 224                                    | 1,270  | 1,285        | 1,276         | 1,259  | 1,203  | 1,225  | 1,258  | 1,281  | 1,277  | 1,346               | 1,247        | 1,285              | 1,247              |
| Chemicals  | 16  | 237   | 46                                     | 336  | 340          | 337           | 340    | 329    | 340    | 340    | 340    | 340    | 340                 | 340          | 340                | 340                |
| Clothing and furnishings   | 64  | 246   | 108                                    | 312  | 316          | 316           | 314    | 312    | 311    | 310    | 305    | 302    | 311                 | 313          | 319                | 319                |
| Coal   | 7   | 582   | 92                                     | 530  | 530          | 530           | 527    | 511    | 511    | 511    | 511    | 511    | 511                 | 511          | 511                | 511                |
| Drugs and drug sundries  | 11  | 352   | 134                                    | 472  | 479          | 457           | 455    | 452    | 459    | 459    | 469    | 465    | 468                 | 464          | 465                | 492                |
| Dry goods  | 30  | 482   | 179                                    | 644  | 636          | 634           | 630    | 627    | 630    | 629    | 630    | 630    | 630                 | 630          | 630                | 630                |
| Electrical goods   | 46  | 567   | 143                                    | 580  | 584          | 584           | 584    | 584    | 584    | 584    | 584    | 584    | 584                 | 584          | 584                | 584                |
| Farm products—raw materials  | 375   | 3,074 | 255                                    | 2,901  | 2,811        | 2,808         | 2,705  | 2,722  | 2,835  | 2,882  | 2,882  | 2,882  | 2,882               | 2,882        | 2,882              | 2,882              |
| Farm products—consumer goods   | 514   | 4,504 | 1,256                                  | 4,921  | 4,256        | 4,202         | 4,111  | 4,021  | 4,577  | 4,797  | 4,805  | 4,839  | 5,270               | 5,270        | 5,270              | 5,089              |
| Farm supplies  | 39  | 373   | 243                                    | 597  | 670          | 669           | 523    | 522    | 632    | 493    | 491    | 491    | 598                 | 627          | 653                | 654                |
| Furniture and house furnishings  | 24  | 206   | 55                                     | 228  | 218          | 219           | 224    | 229    | 229    | 229    | 229    | 229    | 229                 | 229          | 229                | 229                |
| General merchandise  | -   | 224   | 119                                    | 329  | 333          | 333           | 333    | 337    | 333    | 335    | 335    | 372    | 364                 | 390          | 389                | 395                |
| Groceries and foods  | 324   | 4,563 | 1,084                                  | 5,379  | 5,125        | 5,172         | 5,162  | 5,206  | 5,239  | 5,200  | 5,284  | 5,330  | 5,330               | 5,330        | 5,330              | 5,330              |
| Hardware (except farm products)  | 11  | 1,475 | 360                                    | 1,630  | 1,750        | 1,747         | 1,743  | 1,755  | 1,817  | 1,817  | 1,842  | 1,842  | 1,824               | 1,824        | 1,889              | 1,907              |
| Jewelry and optical goods  | 14  | 192   | 77                                     | 245  | 245          | 242           | 241    | 236    | 240    | 240    | 240    | 240    | 240                 | 240          | 240                | 240                |
| Lumber and building materials  | 62  | 609   | 486                                    | 497  | 497          | 497           | 505    | 541    | 541    | 553    | 553    | 549    | 549                 | 549          | 561                | 554                |
| Machinery, equipment and supplies  | 96  | 1,938 | 513                                    | 2,322  | 2,128        | 2,128         | 2,128  | 2,247  | 2,245  | 2,241  | 2,247  | 2,247  | 2,247               | 2,247        | 2,247              | 2,247              |
| Metal (except scrap)   | 14  | 145   | 27                                     | 182  | 182          | 182           | 182    | 182    | 182    | 182    | 182    | 182    | 182                 | 182          | 182                | 182                |
| Paper and its products   | 20  | 590   | 99                                     | 650  | 650          | 650           | 650    | 650    | 650    | 650    | 650    | 650    | 650                 | 650          | 650                | 650                |
| Petroleum and its products   | 290   | 2,680 | 273                                    | 2,680  | 2,680        | 2,680         | 2,680  | 2,680  | 2,680  | 2,680  | 2,680  | 2,680  | 2,680               | 2,680        | 2,680              | 2,680              |
| Plumbing and heating equipment and   | 28  | 470   | 87                                     | 506  | 506          | 506           | 506    | 506    | 506    | 506    | 506    | 506    | 506                 | 506          | 506                | 506                |
| Tobacco and its products   | 29  | 138   | 18                                     | 111  | 111          | 111           | 111    | 111    | 111    | 111    | 111    | 111    | 111                 | 111          | 111                | 111                |
| Waste materials  | 64  | 303   | 68                                     | 297  | 297          | 297           | 297    | 297    | 297    | 297    | 297    | 297    | 297                 | 297          | 297                | 297                |
| All other products   | 120   | 884   | 103                                    | 1,310  | 1,310        | 1,310         | 1,310  | 1,310  | 1,310  | 1,310  | 1,310  | 1,310  | 1,310               | 1,310        | 1,310              | 1,310              |

WHOLESALE DISTRIBUTION, 1933

Table 7.—STATE OF MINNESOTA WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than \$500)

| Type of Establishment<br>Kind of Business        | Total                       |                      |                             |                      |                             |                      |                             |                      |                             |                      |                             |                      |       |       |      |     |       |      |    |       |      |    |       |      |      |
|--|-----------------------------|----------------------|-----------------------------|----------------------|-----------------------------|----------------------|-----------------------------|----------------------|-----------------------------|----------------------|-----------------------------|----------------------|-------|-------|------|-----|-------|------|----|-------|------|----|-------|------|------|
|  | Num-ber of estab-lish-ments | Full-time employ-ees | Num-ber of estab-lish-ments | Full-time employ-ees | Num-ber of estab-lish-ments | Full-time employ-ees | Num-ber of estab-lish-ments | Full-time employ-ees | Num-ber of estab-lish-ments | Full-time employ-ees | Num-ber of estab-lish-ments | Full-time employ-ees |       |       |      |     |       |      |    |       |      |    |       |      |      |
| <b>WHOLESALE MERCHANTS</b>                       | 1,469                       | 15,414               | 13,39                       | 286                  | 137                         | 31.7                 | 471                         | 1,403                | 23.9                        | 227                  | 1,236                       | 21.7                 | 1,977 | 2,046 | 20.7 | 162 | 2,910 | 15.7 | 66 | 2,194 | 7.4  | 60 | 5,466 | 10.8 |      |
| Amusement and sporting goods                     | 24                          | 65                   | 26.5                        | 7                    | 1                           | 33.3                 | 12                          | 26                   | 30.3                        | 12                   | 9                           | 42.6                 | 3     | 17    | 24.7 | 5   | 13    | 24.7 | 3  | 237   | 20.4 | —  | —     | —    | 13.4 |
| Anticative products                              | 76                          | 696                  | 25.9                        | 13                   | 6                           | 31.6                 | 34                          | 130                  | 30.2                        | 12                   | 98                          | 30.8                 | 6     | 74    | 86.7 | 6   | 130   | 27.9 | —  | —     | —    | —  | —     | —    | —    |
| Books  | 4                           | 10                   | 2.5                         | 0                    | —                           | —                    | —                           | —                    | —                           | —                    | —                           | —                    | —     | —     | —    | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Clothing and trappings                           | 44                          | 221                  | 12.6                        | 6                    | 9                           | 31.6                 | 13                          | 14                   | 13.0                        | 9                    | 34.9                        | 3                    | 6     | 17.1  | 8.7  | 2   | 17    | 8.7  | —  | —     | —    | —  | —     | —    | —    |
| Coal   | 16                          | 489                  | 11.6                        | 6                    | 1                           | 13.0                 | 3                           | 1                    | 13.0                        | 2                    | 19                          | 45.3                 | 2     | 16    | 10.6 | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Drugs and drug supplies                          | 14                          | 396                  | 16.3                        | 7                    | 3                           | 46.0                 | 3                           | 3                    | 27.3                        | 1                    | 13                          | 32.2                 | —     | —     | —    | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Electrical goods                                 | 41                          | 467                  | 23.6                        | 7                    | 6                           | 66.8                 | 9                           | 31                   | 40.2                        | 10                   | 60                          | 35.4                 | 12    | 106   | 20.3 | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Farm products—raw materials                      | 89                          | 920                  | 51.1                        | 6                    | 3                           | 10.6                 | 18                          | 26                   | 11.7                        | 15                   | 19                          | 6.2                  | 13    | 42    | 6.9  | 12  | 71    | 6.4  | 9  | 124   | 6.6  | 16 | 638   | 4.8  |      |
| Farm products—consumer goods                     | 201                         | 2,079                | 16.9                        | 33                   | 10                          | 10.6                 | 42                          | 75                   | 22.6                        | 35                   | 166                         | 19.2                 | 29    | 233   | 10.3 | 44  | 616   | 11.1 | 14 | 599   | 17.3 | 4  | 369   | 22.8 |      |
| Furniture and home furnishings                   | 22                          | 179                  | 17.4                        | 2                    | —                           | —                    | —                           | —                    | —                           | —                    | —                           | —                    | —     | —     | —    | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| General merchandise                              | 1                           | 355                  | (X)                         | —                    | —                           | —                    | —                           | —                    | —                           | —                    | —                           | —                    | —     | —     | —    | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Groceries and foodstuffs (farm products)         | 325                         | 2,339                | 13.0                        | 78                   | 30                          | 31.7                 | 30                          | 169                  | 17.7                        | 51                   | 335                         | 19.5                 | 40    | 429   | 15.4 | 35  | 672   | 15.3 | 13 | 404   | 12.3 | 13 | 1,468 | 10.9 |      |
| Jewelry and optical goods                        | 52                          | 1,242                | 17.0                        | 7                    | 6                           | 42.3                 | 16                          | 65                   | 39.6                        | 4                    | 16                          | 32.7                 | 3     | 77    | 43.6 | 2   | 155   | 33.3 | —  | —     | —    | —  | —     | —    | —    |
| Lumber and building materials                    | 35                          | 352                  | 27.6                        | 6                    | 6                           | 19.2                 | 15                          | 48                   | 35.6                        | 6                    | 42                          | 37.0                 | 8     | 66    | 49.6 | 4   | 93    | 29.7 | 2  | 85    | 14.0 | —  | —     | —    | —    |
| Machinery, equipment and supplies                | 110                         | 974                  | 27.7                        | 23                   | 17                          | 36.9                 | 49                          | 163                  | 29.9                        | 10                   | 60                          | 33.9                 | 12    | 232   | 35.5 | 15  | 401   | 29.4 | 2  | 64    | 17.5 | 1  | 67    | 17.0 |      |
| Paper and its products                           | 35                          | 659                  | 21.7                        | 2                    | 1                           | 53.9                 | 6                           | 15                   | 36.4                        | 6                    | 26                          | 33.3                 | 10    | 97    | 21.1 | 11  | 235   | 21.1 | —  | —     | —    | —  | —     | —    | —    |
| Petroleum and its products                       | 65                          | 659                  | 16.8                        | 10                   | 2                           | 29.9                 | 25                          | 51                   | 31.0                        | 13                   | 63                          | 20.7                 | 3     | 61    | 39.2 | 2   | 35    | 31.0 | 2  | 125   | 22.4 | 4  | 231   | 13.7 |      |
| Plumbing and heating, apt., & supplies           | 25                          | 166                  | 31.3                        | 4                    | 3                           | 42.6                 | 12                          | 26                   | 35.0                        | 6                    | 66                          | 44.9                 | 6     | 35    | 25.3 | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Printing and publishing products (except leaf)   | 69                          | 297                  | 13.6                        | 31                   | 11                          | 34.9                 | 15                          | 44                   | 23.9                        | 6                    | 21                          | 11.6                 | 4     | 50    | 17.2 | 10  | 7     | 2.3  | 2  | 70    | 10.5 | 1  | 94    | 14.1 |      |
| All other products                               | 124                         | 649                  | 20.8                        | 30                   | 19                          | 29.1                 | 57                          | 199                  | 18.6                        | 19                   | 71                          | 16.6                 | 13    | 162   | 24.0 | 6   | 199   | 22.0 | —  | —     | —    | —  | —     | —    | —    |
| <b>MANUFACTURERS' SALES BRANCHES WITH STOKES</b> | 302                         | 4,318                | 15.7                        | 32                   | 27                          | 43.0                 | 80                          | 223                  | 26.9                        | 43                   | 304                         | 39.3                 | 52    | 656   | 25.6 | 44  | 945   | 22.6 | 59 | 964   | 15.4 | 22 | 1,199 | 11.4 |      |
| Amusement and sporting goods                     | 17                          | 147                  | 27.6                        | 1                    | 1                           | 50.0                 | —                           | —                    | —                           | —                    | —                           | —                    | —     | —     | —    | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Anticative products                              | 12                          | 67                   | 15.7                        | 2                    | 2                           | 20.0                 | 1                           | 6                    | 24.9                        | 1                    | 9                           | 40.6                 | 3     | 51    | 40.6 | 2   | 67    | 27.4 | —  | —     | —    | —  | —     | —    | —    |
| Books  | 14                          | 67                   | 15.7                        | 2                    | 2                           | 20.0                 | 1                           | 6                    | 24.9                        | 1                    | 9                           | 40.6                 | 3     | 51    | 40.6 | 2   | 67    | 27.4 | —  | —     | —    | —  | —     | —    | —    |
| Clothing and trappings                           | 4                           | 32                   | 13.0                        | 1                    | 1                           | 40.0                 | 1                           | 1                    | 30.0                        | —                    | —                           | —                    | —     | —     | —    | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Drugs and drug supplies                          | 6                           | 52                   | 23.9                        | 1                    | 1                           | 22.2                 | 3                           | 21                   | 35.6                        | —                    | —                           | —                    | —     | —     | —    | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Electrical goods                                 | 14                          | 131                  | 15.7                        | 3                    | 4                           | 53.6                 | 2                           | 4                    | 30.9                        | 3                    | 19                          | 34.9                 | 2     | 46    | 35.1 | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Farm products—consumer goods                     | 16                          | 109                  | 13.4                        | 4                    | 3                           | 14.9                 | 3                           | 15                   | 19.9                        | 3                    | 15                          | 14.0                 | 5     | 28    | 9.2  | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Farm supplies (house furnishings)                | 4                           | 10                   | 15.6                        | 1                    | —                           | —                    | —                           | —                    | —                           | —                    | —                           | —                    | —     | —     | —    | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Groceries and foodstuffs (farm products)         | 76                          | 1,689                | 11.9                        | 6                    | 3                           | 31.6                 | 19                          | 34                   | 21.5                        | 6                    | 66                          | 37.2                 | 9     | 100   | 24.6 | 11  | 243   | 20.3 | 10 | 249   | 9.4  | 16 | 695   | 11.0 |      |
| Jewelry and optical goods                        | 3                           | 23                   | 37.1                        | 1                    | 1                           | 26.6                 | —                           | —                    | —                           | —                    | —                           | —                    | —     | —     | —    | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Lumber and building materials                    | 6                           | 69                   | 25.8                        | 1                    | 1                           | 50.0                 | —                           | —                    | —                           | —                    | —                           | —                    | —     | —     | —    | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Machinery and equipment                          | 6                           | 118                  | 19.1                        | 11                   | 12                          | 40.5                 | 29                          | 90                   | 31.2                        | 12                   | 114                         | 35.1                 | 3     | 23    | 19.8 | 10  | 265   | 28.0 | —  | —     | —    | —  | —     | —    | —    |
| Metals (except iron)                             | 7                           | 64                   | 13.1                        | —                    | —                           | —                    | —                           | —                    | —                           | —                    | —                           | —                    | —     | —     | —    | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Paper and its products                           | 6                           | 24                   | 34.0                        | —                    | —                           | —                    | —                           | —                    | —                           | —                    | —                           | —                    | —     | —     | —    | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Petroleum and its products                       | 7                           | 40                   | 23.2                        | —                    | —                           | —                    | —                           | —                    | —                           | —                    | —                           | —                    | —     | —     | —    | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| Printing and publishing products (except leaf)   | 16                          | 147                  | 11.5                        | 1                    | —                           | —                    | —                           | —                    | —                           | —                    | —                           | —                    | —     | —     | —    | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |
| All other kinds of business                      | 15                          | 147                  | 11.5                        | 1                    | —                           | —                    | —                           | —                    | —                           | —                    | —                           | —                    | —     | —     | —    | —   | —     | —    | —  | —     | —    | —  | —     | —    | —    |

## WHOLESALE DISTRIBUTION: 1933

12-0-3  
Census of  
American  
Business

Table 1.—STATE OF IOWA SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF<br>ESTABLISH-<br>MENTS |              | NET SALES        |                    | TOTAL EXPENSES  |                     |             | Full-<br>time<br>employees<br>(average) | PAY ROLL        |            |                        | Stocks<br>on<br>hand<br>(end<br>of<br>year) |               |
|---|----------------------------------|--------------|------------------|--------------------|-----------------|---------------------|-------------|---|-----------------|------------|------------------------|---|---------------|
|   | 1933                             | 1929         | 1933             | 1929               | Amount          | Percent<br>of sales | 1933        |   | 1929            | Total      |                        |   | Part-<br>time |
|   |                                  |              |                  |                    |                 |                     |             |   |                 | Amount     | Percent<br>of<br>sales |   |               |
| <b>THE STATE</b>                        | <b>5,252</b>                     | <b>4,964</b> | <b>\$464,433</b> | <b>\$1,067,006</b> | <b>\$53,343</b> | <b>11.6</b>         | <b>7.7</b>  | <b>19,376</b>                           | <b>\$25,593</b> | <b>6.6</b> | <b>\$1,179</b>         | <b>\$39,911</b>                             |               |
| <b>Wholesalers proper</b>               | <b>1,328</b>                     | <b>1,069</b> | <b>161,729</b>   | <b>350,641</b>     | <b>26,366</b>   | <b>16.7</b>         | <b>12.3</b> | <b>9,996</b>                            | <b>12,603</b>   | <b>7.3</b> | <b>442</b>             | <b>25,275</b>                               |               |
| Wholesale merchants 1/                  | 1,270                            | 1,062        | 157,370          | 337,269            | 24,630          | 16.7                | 12.5        | 9,763                                   | 12,522          | 7.8        | 453                    | 24,609                                      |               |
| Exporters                               | -                                | 1            | -                | -                  | -               | -                   | -           | -                                       | -               | -          | -                      | -   |               |
| Importers                               | 2                                | 2            | (X)              | (X)                | (X)             | (X)                 | (X)         | 44                                      | (X)             | (X)        | (X)                    | (X)   |               |
| Limited function wholesalers            | 56                               | 23           | (X)              | 12,866             | (X)             | (X)                 | 6.6         | 189                                     | (X)             | (X)        | (X)                    | (X)   |               |
| <b>Manufacturers' sales branches</b>    | <b>266</b>                       | <b>232</b>   | <b>55,594</b>    | <b>114,463</b>     | <b>10,537</b>   | <b>19.0</b>         | <b>12.6</b> | <b>3,025</b>                            | <b>4,666</b>    | <b>8.5</b> | <b>119</b>             | <b>5,455</b>                                |               |
| With stocks                             | 222                              | -            | 42,117           | -                  | 8,605           | 20.4                | -           | 2,614                                   | 3,289           | 9.1        | 112                    | 6,456                                       |               |
| Without stocks                          | 44                               | -            | 13,277           | -                  | 1,932           | 14.6                | -           | 412                                     | 857             | 6.5        | 7                      | -   |               |
| <b>Agents and brokers</b>               | <b>162</b>                       | <b>141</b>   | <b>95,625</b>    | <b>207,266</b>     | <b>1,937</b>    | <b>2.0</b>          | <b>1.6</b>  | <b>636</b>                              | <b>599</b>      | <b>1.0</b> | <b>50</b>              | <b>52</b>                                   |               |
| Brokers                                 | 44                               | 50           | 23,620           | 33,179             | 405             | 1.4                 | 1.6         | 95                                      | 237             | 0.7        | 9                      | 8   |               |
| Commission merchants                    | 80                               | 49           | 64,567           | 157,556            | 1,344           | 2.1                 | 0.8         | 893                                     | 701             | 1.1        | 22                     | 30  |               |
| Manufacturers' agents                   | 21                               | 26           | 1,162            | 4,697              | 123             | 10.6                | 15.9        | 29                                      | 13              | 4.6        | 5                      | 9   |               |
| Selling agents                          | 3                                | 14           | 180              | 11,633             | 29              | 16.1                | 6.3         | 4                                       | 13              | 7.2        | -                      | 6   |               |
| Other agents                            | 14                               | -            | 1,296            | -                  | 38              | 2.9                 | -           | 16                                      | 25              | 1.9        | 16                     | -   |               |
| <b>All other types</b>                  | <b>3,496</b>                     | <b>3,492</b> | <b>151,495</b>   | <b>294,435</b>     | <b>15,305</b>   | <b>10.2</b>         | <b>5.3</b>  | <b>5,618</b>                            | <b>7,105</b>    | <b>4.7</b> | <b>569</b>             | <b>9,129</b>                                |               |
| Bulk tank stations                      | 1,531                            | 1,140        | 34,538           | 30,624             | 7,049           | 20.4                | 19.6        | 2,427                                   | 3,685           | 10.6       | 100                    | 3,910                                       |               |
| Chain store warehouses                  | 2                                | 8            | (X)              | 15,690             | (X)             | (X)                 | 3.6         | 36                                      | (X)             | (X)        | (X)                    | (X)   |               |
| Assemblers and country buyers           | 1,026                            | 1,306        | 47,384           | 166,123            | 4,063           | 8.5                 | 3.5         | 1,768                                   | 1,640           | 3.4        | 348                    | 1,435                                       |               |
| Cooperative marketing<br>associations   | 209                              | 309          | 22,529           | 60,174             | 1,955           | 8.7                 | 1.9         | 688                                     | 827             | 5.7        | 48                     | 554   |               |
| Cream stations 2/                       | 143                              | -            | (X)              | -                  | (X)             | (X)                 | -           | 77                                      | (X)             | (X)        | (X)                    | (X)   |               |
| Elevators 3/                            | 565                              | 709          | 32,861           | 99,203             | 1,899           | 5.8                 | 3.2         | 802                                     | 874             | 2.7        | 59                     | 2,910                                       |               |
| Other types                             | -                                | 16           | -                | 14,422             | -               | -                   | -           | 29.3                                    | -               | -          | -                      | -   |               |
| <b>DES MOINES</b>                       | <b>296</b>                       | <b>333</b>   | <b>75,179</b>    | <b>149,075</b>     | <b>11,208</b>   | <b>14.9</b>         | <b>12.4</b> | <b>3,457</b>                            | <b>6,264</b>    | <b>7.0</b> | <b>124</b>             | <b>7,049</b>                                |               |
| Wholesalers proper                      | 151                              | 204          | 29,442           | 84,414             | 5,395           | 18.3                | 13.6        | 2,052                                   | 2,656           | 9.7        | 69                     | 4,743                                       |               |
| Manufacturers' sales branches           | 79                               | 90           | 17,117           | 33,889             | 4,426           | 25.9                | 16.4        | 1,070                                   | 1,321           | 11.3       | 30                     | 1,637                                       |               |
| Agents and brokers                      | 20                               | 34           | 11,510           | (X)                | 203             | 1.8                 | (X)         | 45                                      | 111             | 1.0        | 10                     | 12  |               |
| All other types                         | 36                               | 16           | 17,110           | (X)                | 1,184           | 6.9                 | (X)         | 392                                     | 364             | 2.1        | 15                     | 757   |               |

1/ The increase in the number of establishments as shown for wholesale merchants was due primarily to concerns which began operation subsequent to 1929, most of which deal in groceries and foods and beer.

2/ Cream stations were not included for the most part in 1929 data.

3/ Includes 236 cooperative elevators with sales amounting to \$16,577,000.





## WHOLESALE DISTRIBUTION: 1933

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TABLE 2A. - STATE OF IOWA NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Kind of Business                       | Total | Mfg. est. branches  |             |                |                    | Kind of Business                        | Total | Mfg. est. branches  |             |                |                    |
|--|-------|---------------------|-------------|----------------|--------------------|---|-------|---------------------|-------------|----------------|--------------------|
|  |       | Wholesale merchants | With stocks | Without stocks | All other types 1/ |   |       | Wholesale merchants | With stocks | Without stocks | All other types 1/ |
| Tobacco and its products (except leaf) | 30    | 21                  | 4           | 3              | 2                  | All other products (continued)          |       |                     |             |                |                    |
| Waste materials                        | 90    | 89                  | -           | -              | 1                  | Books and periodicals                   | 8     | -                   | -           | 1              | 1                  |
| Iron and steel scrap                   | 22    | 22                  | -           | -              | -                  | Flowers and nursery stock               | 7     | 7                   | -           | -              | -                  |
| Junk and scrap (general line)          | 60    | 59                  | -           | -              | 1                  | Forest products (except lumber)         | 1     | 1                   | -           | -              | -                  |
| Waste paper, rags and rubber           | 6     | 6                   | -           | -              | -                  | Leather                                 | 8     | 2                   | -           | -              | -                  |
| All other products                     | 158   | 137                 | 4           | 3              | 14                 | Leather goods                           | 16    | 15                  | -           | 1              | -                  |
| Bags and bagging                       | 3     | 2                   | -           | -              | 1                  | Newspapers and magazines                | 10    | 6                   | -           | -              | 2                  |
| Beer                                   | 92    | 83                  | 2           | 1              | 6                  | Oils and greases (animal and vegetable) | 5     | 4                   | 1           | -              | -                  |
|  |       |                     |             |                |                    | Rubber goods (general line)             | 1     | -                   | -           | -              | 1                  |
|  |       |                     |             |                |                    | Wines and spirituous liquors            | 1     | 1                   | -           | -              | -                  |
|  |       |                     |             |                |                    | Miscellaneous kinds of business         | 19    | 14                  | 1           | -              | 2                  |

1/ The "All other types" consists of the following:

|  |    |  |       |   |     |
|--|----|--|-------|---|-----|
| Importers                                    | 2  | Commission merchants (continued)                   |       | Assemblers and country buyers (continued) |     |
| Fruits and vegetables (fresh)                | 1  | Fruits and vegetables (fresh)                      | 1     | Other dairy products                      | 1   |
| Other food and grocery specialties           | 1  | Lumber and millwork                                | 1     | Poultry and poultry products              | 188 |
| Limited function wholesalers                 | 56 | Rubber goods (general line)                        | 1     | Dairy and poultry products                | 470 |
| Automotive equipment, accessories and parts  | 1  | Manufacturers' Agents                              | 21    | Fruits and vegetables (fresh)             | 31  |
| Coal   | 3  | Toys, novelties, and fireworks                     | 1     | All other farm products-consumer goods    | 5   |
| Dairy products (general line)                | 1  | Automobiles and other motor vehicles and parts     | 1     | Feed                                      | 3   |
| Cheese                                       | 1  | Automotive equipment, accessories and parts        | 1     | Seeds                                     | 3   |
| Milk and cream                               | 1  | Butter   | 1     | Other food and grocery specialties        | 2   |
| Fruits and vegetables (fresh)                | 1  | Hardware (general line)                            | 1     | Lumber and millwork                       | 1   |
| Seeds  | 3  | Lumber and millwork                                | 2     | Junk and scrap (general line)             | 1   |
| Groceries (general line)                     | 5  | Other lumber and building materials                | 2     | Cooperative marketing associations        | 209 |
| Confectionery and soft drinks                | 18 | Commercial machinery, equipment and supplies       | 4     | Grain                                     | 20  |
| Fish and sea foods                           | 5  | Other industrial machinery, equipment and supplies | 1     | Horses and mules                          | 54  |
| Meats and meat products                      | 1  | Heating equipment (general line)                   | 2     | Dairy products (general line)             | 58  |
| Other food and grocery specialties           | 6  | Bags and bagging                                   | 1     | Butter                                    | 45  |
| Lumber and mill work                         | 1  | Beer   | 1     | Cheese                                    | 2   |
| Commercial machinery, equipment and supplies | 1  | Rubber goods (general line)                        | 1     | Milk and cream                            | 3   |
| Farm and dairy machinery and eq't.           | 1  | Selling agents                                     | 3     | Poultry and poultry products              | 6   |
| Paper and its products                       | 1  | Coal   | 1     | Fruits and vegetables (fresh)             | 4   |
| Petroleum and its products                   | 7  | Lumber and millwork                                | 1     | Feed                                      | 5   |
| Tobacco and its products (except leaf)       | 2  | Other lumber and building materials                | 1     | Seeds                                     | 1   |
| Books and periodicals                        | 1  | Other agents                                       | 14    | Coal                                      | 5   |
| Newspapers and magazines                     | 1  | Wines and spirituous liquors                       | 13    | Petroleum and its products                | 2   |
| Miscellaneous kinds of business              | 1  | Bulk tank stations (petroleum)                     | 1,531 | Miscellaneous kinds of business           | 1   |
| Brokers                                      | 44 | Chain store warehouses                             | -     | Elevators (grain)                         | 585 |
| Livestock                                    | 5  | Groceries (general line)                           | 1     | Cream stations                            | 143 |
| Fruits and vegetables (fresh)                | 13 | Assemblers and country buyers                      | 1,085 | Dairy products (general line)             | 1   |
| Groceries (general line)                     | 3  | Cotton   | 1     | Milk and cream                            | 110 |
| Fish and sea foods                           | 1  | Grain  | 52    | Dairy and poultry products                | 38  |
| Other food and grocery specialties           | 19 | Hides, skins and furs (raw)                        | 24    |   |     |
| Petroleum and its products                   | 1  | Horses and mules                                   | 4     |   |     |
| Commission merchants                         | 10 | Livestock  | 163   |   |     |
| Grain  | 10 | Wool and mohair                                    | 6     |   |     |
| Horses and mules                             | 1  | Other farm products-raw materials                  | 1     |   |     |
| Livestock                                    | 62 | Dairy products (general line)                      | 22    |   |     |
| Poultry and poultry products                 | 1  | Butter   | 20    |   |     |
| Dairy and poultry products                   | 3  | Cheese   | 1     |   |     |
|  |    | Milk and cream                                     | 19    |   |     |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF IOWA

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales        | TOTAL EXPENSES  |                             | Full-time<br>employees<br>(average) | PAY ROLL        |                | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|------------------|-----------------|-----------------------------|-------------------------------------|-----------------|----------------|------------------------------------|
|   |                                       |                  | Amount          | Per-<br>cent<br>of<br>sales |                                     | Total           | Part-<br>time  |                                    |
| <b>THE STATE</b>  | <b>5,252</b>                          | <b>\$464,453</b> | <b>\$55,543</b> | <b>11.5</b>                 | <b>19,376</b>                       | <b>\$25,598</b> | <b>\$1,179</b> | <b>\$9,911</b>                     |
| Wholesalers proper  | 1,528                                 | 161,729          | 25,566          | 15.7                        | 9,996                               | 12,603          | 442            | 25,275                             |
| Manufacturers' sales branches                               | 266                                   | 85,594           | 10,537          | 19.0                        | 3,026                               | 4,686           | 119            | 5,485                              |
| Agents and brokers  | 162                                   | 95,825           | 1,987           | 2.0                         | 556                                 | 999             | 50             | 52                                 |
| All other types   | 5,496                                 | 161,468          | 16,503          | 10.2                        | 5,618                               | 7,106           | 568            | 9,129                              |
| <b>WHOLESALESAERS PROPER</b>                                |                                       |                  |                 |                             |                                     |                 |                |                                    |
| Amusement and sporting goods                                | 12                                    | 459              | 107             | 24.4                        | 35                                  | 56              | 9              | 155                                |
| Sporting goods (general line)                               | 5                                     | 158              | 41              | 15                          | 15                                  | 22              | 1              | 56                                 |
| Toys, novelties, and fireworks                              | 4                                     | 210              | 39              | 11                          | 11                                  | 21              | 6              | 60                                 |
| All other   | 5                                     | 91               | 27              | 9                           | 9                                   | 13              | 2              | 19                                 |
| Automotive products   | 105                                   | 6,750            | 1,785           | 26.4                        | 790                                 | 969             | 16             | 1,660                              |
| Automobile and other motor vehicles                         | 4                                     | 761              | 109             | 54                          | 66                                  | 1               | 55             |                                    |
| Automotive eq't., accessories and parts                     | 92                                    | 5,474            | 1,541           | 678                         | 856                                 | 14              | 1,526          |                                    |
| Tires and tubes   | 7                                     | 515              | 135             | 58                          | 67                                  | 1               | 79             |                                    |
| Chemicals   | 22                                    | 1,357            | 353             | 27.5                        | 132                                 | 235             | 14             | 416                                |
| Paints and varnishes  | 16                                    | 1,649            | 434             | 158                         | 259                                 | 4               | 362            |                                    |
| All other   | 6                                     | 388              | 109             | 24                          | 44                                  | 10              | 33             |                                    |
| Clothing and furnishings                                    | 16                                    | 2,181            | 472             | 21.6                        | 151                                 | 192             | 4              | 365                                |
| Clothing, men's and boys'                                   | 4                                     | 207              | 51              | 25                          | 31                                  | 3               | 43             |                                    |
| Furnishings, men's and boys'                                | 5                                     | 1,218            | 235             | 74                          | 65                                  | -               | 279            |                                    |
| Millinery and millinery supplies                            | 4                                     | 454              | 131             | 35                          | 66                                  | 1               | 16             |                                    |
| All other   | 5                                     | 322              | 55              | 19                          | 30                                  | -               | 36             |                                    |
| Coal  | 16                                    | 1,151            | 171             | 14.9                        | 54                                  | 72              | 12             | 126                                |
| Drugs and drug supplies                                     | 17                                    | 5,355            | 1,045           | 18.6                        | 410                                 | 547             | 2              | 1,154                              |
| Drugs (general line)  | 7                                     | 5,155            | 854             | 560                         | 459                                 | -               | 1,016          |                                    |
| Drugs (specialty lines)                                     | 4                                     | 278              | 137             | 51                          | 100                                 | 1               | 75             |                                    |
| All other   | 6                                     | 92               | 24              | 9                           | 9                                   | 1               | 43             |                                    |
| Dry goods   | 6                                     | 2,979            | 525             | 17.6                        | 168                                 | 266             | 17             | 756                                |
| Electrical goods  | 29                                    | 2,904            | 595             | 20.5                        | 211                                 | 262             | 1              | 462                                |
| Electrical appliances, eq't. and supplies                   | 20                                    | 2,579            | 525             | 182                         | 229                                 | 1               | 425            |                                    |
| Radios and radio equipment                                  | 5                                     | 206              | 51              | 19                          | 22                                  | -               | 38             |                                    |
| Refrigerators   | 5                                     | 119              | 22              | 10                          | 11                                  | -               | 9              |                                    |
| Farm products—raw materials                                 | 74                                    | 15,247           | 657             | 5.0                         | 218                                 | 280             | 22             | 1,669                              |
| Grain   | 51                                    | 7,469            | 407             | 181                         | 155                                 | 9               | 1,500          |                                    |
| Livestock   | 15                                    | 4,869            | 123             | 35                          | 52                                  | 6               | 8              |                                    |
| All other   | 10                                    | 909              | 122             | 52                          | 78                                  | 7               | 161            |                                    |
| Farm products—consumer goods                                | 209                                   | 22,553           | 4,200           | 14.7                        | 1,956                               | 2,039           | 65             | 2,259                              |
| Dairy products (general line)                               | 49                                    | 4,099            | 1,511           | 64.2                        | 661                                 | 9               | 1,479          |                                    |
| Butter  | 27                                    | 1,615            | 185             | 63                          | 68                                  | 3               | 59             |                                    |
| Cheese  | 5                                     | 189              | 44              | 44                          | 50                                  | -               | 8              |                                    |
| Milk and cream  | 3                                     | 94               | 35              | 15                          | 16                                  | 1               | 1              |                                    |
| All other dairy products                                    | 6                                     | 86               | 37              | 10                          | 12                                  | 2               | 6              |                                    |
| Poultry and poultry products                                | 24                                    | 2,777            | 369             | 21.6                        | 186                                 | 10              | 56             |                                    |
| Dairy and poultry products                                  | 27                                    | 5,540            | 326             | 511                         | 119                                 | 14              | 99             |                                    |
| Fruits and vegetables (fresh)                               | 67                                    | 14,176           | 1,678           | 769                         | 946                                 | 24              | 550            |                                    |
| All other   | 5                                     | 7                | 2               | 1                           | 1                                   | -               | 1              |                                    |
| Farm supplies   | 52                                    | 4,456            | 654             | 19.3                        | 232                                 | 351             | 32             | 970                                |
| Feed  | 28                                    | 1,754            | 251             | 64                          | 107                                 | 6               | 137            |                                    |
| All other   | 24                                    | 2,752            | 613             | 198                         | 274                                 | 26              | 833            |                                    |

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# WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF IOWA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALE PROPER (continued)</b>                         |                                       |           |                |                             |                                     |          |               |                                    |
| Furniture and house furnishings                             | 10                                    | 1,367     | 366            | 26.6                        | 260                                 | 261      | 4             | 469                                |
| China, glassware and crockery                               | 3                                     | 183       | 55             |                             | 54                                  | 54       | 3             | 24                                 |
| House furnishings (except floor coverings)                  | 7                                     | 1,209     | 313            |                             | 240                                 | 227      | 1             | 446                                |
| Groceries and foods (except farm products)                  | 280                                   | 62,108    | 7,177          | 11.6                        | 2,655                               | 3,635    | 64            | 7,740                              |
| Groceries (general line)                                    | 71                                    | 42,777    | 4,898          |                             | 1,762                               | 2,845    | 16            | 5,782                              |
| Confectionery and soft drinks                               | 32                                    | 3,279     | 622            |                             | 261                                 | 321      | 17            | 184                                |
| Fish and sea foods  | 11                                    | 253       | 56             |                             | 26                                  | 24       | 1             | 10                                 |
| Meats and meat products                                     | 16                                    | 9,393     | 789            |                             | 191                                 | 441      | 2             | 696                                |
| Other food and grocery specialties                          | 100                                   | 6,406     | 1,112          |                             | 413                                 | 502      | 23            | 1,178                              |
| Hardware  | 11                                    | 3,233     | 789            | 24.4                        | 297                                 | 426      | 8             | 1,155                              |
| Hardware (general line)                                     | 7                                     | 3,073     | 725            |                             | 274                                 | 392      | 8             | 1,096                              |
| Hardware (specialty lines)                                  | 4                                     | 160       | 65             |                             | 23                                  | 34       | -             | 59                                 |
| Jewelry and optical goods                                   | 15                                    | 356       | 164            | 46.1                        | 89                                  | 96       | 3             | 79                                 |
| Jewelry (general line)                                      | 3                                     | 70        | 21             |                             | 3                                   | 6        | 3             | 26                                 |
| Optical goods   | 12                                    | 285       | 143            |                             | 56                                  | 90       | -             | 53                                 |
| Lumber and building materials (other than metal)            | 37                                    | 3,155     | 764            | 24.2                        | 260                                 | 344      | 29            | 678                                |
| Lumber and millwork   | 12                                    | 1,034     | 99             |                             | 34                                  | 57       | 6             | 141                                |
| All other   | 25                                    | 2,121     | 665            |                             | 226                                 | 287      | 24            | 537                                |
| Machinery, equipment and supplies (except electrical)       | 85                                    | 4,862     | 1,507          | 31.0                        | 555                                 | 772      | 29            | 1,833                              |
| Commercial machinery, eq't. & supplies                      | 33                                    | 345       | 147            |                             | 54                                  | 77       | 8             | 165                                |
| Farm and dairy machinery and equipment                      | 16                                    | 1,678     | 422            |                             | 134                                 | 197      | 4             | 358                                |
| Industrial machinery, eq't. & supplies                      | 14                                    | 968       | 266            |                             | 106                                 | 123      | 8             | 367                                |
| Mill and mine supplies (general line)                       | 6                                     | 744       | 230            |                             | 99                                  | 112      | 1             | 308                                |
| All other   | 8                                     | 144       | 36             |                             | 7                                   | 11       | 4             | 49                                 |
| Professional equipment and supplies                         | 13                                    | 800       | 249            |                             | 119                                 | 166      | 5             | 391                                |
| Service equipment and supplies                              | 20                                    | 904       | 308            |                             | 117                                 | 145      | 4             | 229                                |
| Barber and beauty parlor                                    | 13                                    | 406       | 130            |                             | 49                                  | 40       | 2             | 122                                |
| All other   | 7                                     | 399       | 178            |                             | 68                                  | 105      | 2             | 107                                |
| All other machinery, equipment & supplies                   | 7                                     | 347       | 115            |                             | 35                                  | 66       | 6             | 123                                |
| Metals (except scrap)                                       | 3                                     | 539       | 147            | 27.3                        | 74                                  | 75       | 1             | 122                                |
| Paper and its products                                      | 26                                    | 3,100     | 739            | 23.6                        | 283                                 | 443      | 3             | 1,031                              |
| Petroleum and its products                                  | 30                                    | 1,459     | 364            | 24.9                        | 117                                 | 196      | 7             | 195                                |
| Plumbing and heating equipment and supplies                 | 17                                    | 1,808     | 537            | 29.8                        | 209                                 | 270      | 11            | 839                                |
| Plumbing & heating eq't. (general line)                     | 12                                    | 1,381     | 404            |                             | 162                                 | 218      | 10            | 802                                |
| All other   | 5                                     | 424       | 133            |                             | 47                                  | 52       | 1             | 87                                 |
| Tobacco and its products (except leaf)                      | 23                                    | 3,426     | 296            | 8.3                         | 126                                 | 152      | 22            | 280                                |
| Waste materials   | 89                                    | 1,454     | 378            | 26.4                        | 174                                 | 154      | 26            | 502                                |
| Iron and steel scrap  | 22                                    | 647       | 145            |                             | 59                                  | 86       | 16            | 227                                |
| Junk and scrap (general line)                               | 59                                    | 702       | 147            |                             | 55                                  | 66       | 13            | 233                                |
| Waste paper, rags and rubber                                | 8                                     | 105       | 86             |                             | 62                                  | 41       | 7             | 42                                 |
| All other products  | 143                                   | 4,722     | 1,187          | 25.1                        | 445                                 | 482      | 33            | 634                                |
| Beer  | 86                                    | 2,344     | 455            |                             | 160                                 | 161      | 16            | 116                                |
| Flowers and nursery stock                                   | 7                                     | 124       | 108            |                             | 49                                  | 30       | 1             | 106                                |
| Leather goods   | 15                                    | 847       | 272            |                             | 107                                 | 133      | 4             | 230                                |
| Newspaper and magazines                                     | 9                                     | 452       | 83             |                             | 15                                  | 25       | 8             | 12                                 |
| Oils and greases (animal and vegetable)                     | 4                                     | 120       | 81             |                             | 24                                  | 30       | -             | 16                                 |
| Miscellaneous   | 22                                    | 853       | 218            |                             | 60                                  | 106      | 4             | 81                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF IOWA

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| <b>WITH STOCKS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 5                                     | 819       | 213            | 26.0                        | 76                                  | 124      | 1             | 15                                 |
| Automotive products   | 6                                     | 2,535     | 338            | 15.5                        | 88                                  | 188      | 2             | 236                                |
| Chemicals   | 5                                     | 585       | 146            | 25.0                        | 12                                  | 13       | -             | 48                                 |
| Drugs and drug supplies                                     | 5                                     | 1,209     | 655            | 49.9                        | 75                                  | 226      | -             | 346                                |
| Electrical goods  | 5                                     | 785       | 132            | 16.8                        | 40                                  | 57       | -             | 77                                 |
| Farm products—consumer goods                                | 21                                    | 6,731     | 1,644          | 24.4                        | 493                                 | 598      | 54            | 186                                |
| Furniture and house furnishings                             | 5                                     | 409       | 128            | 31.3                        | 33                                  | 77       | 15            | 135                                |
| Groceries and foods (except farm products)                  | 59                                    | 16,824    | 2,411          | 12.8                        | 660                                 | 1,016    | 8             | 739                                |
| Jewelry and optical goods                                   | 10                                    | 293       | 125            | 42.7                        | 59                                  | 75       | -             | 29                                 |
| Lumber and building materials                               | 4                                     | 533       | 179            | 33.3                        | 61                                  | 105      | 12            | 123                                |
| Machinery, eq'pt. & supplies                                | 65                                    | 6,135     | 1,980          | 30.6                        | 215                                 | 1,012    | 11            | 3,175                              |
| Petroleum and its products                                  | 9                                     | 320       | 115            | 35.9                        | 41                                  | 56       | -             | 55                                 |
| Plumbing & heating eq'pt. & supplies                        | 7                                     | 648       | 209            | 32.3                        | 57                                  | 103      | 22            | 169                                |
| Tobacco and its products (except leaf)                      | 4                                     | 1,139     | 187            | 16.4                        | 42                                  | 69       | 1             | 49                                 |
| All other kinds of business                                 | 9                                     | 1,049     | 240            | 22.9                        | 61                                  | 99       | 6             | 71                                 |
| <b>WITHOUT STOCKS</b>                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 4                                     | 579       | 159            | 24.9                        | 58                                  | 97       | 7             | -                                  |
| Automotive products   | 4                                     | 256       | 41             | 16.0                        | 11                                  | 27       | -             | -                                  |
| Electrical goods  | 4                                     | 906       | 77             | 8.5                         | 19                                  | 35       | -             | -                                  |
| Groceries and foods (except farm products)                  | 3                                     | 2,132     | 226            | 10.6                        | 51                                  | 71       | -             | -                                  |
| Machinery, eq'pt. and supplies (except electrical)          | 9                                     | 502       | 86             | 14.3                        | 17                                  | 34       | 6             | -                                  |
| Paper and its products                                      | 4                                     | 1,801     | 418            | 23.2                        | 85                                  | 125      | -             | -                                  |
| Tobacco and its products (except leaf)                      | 3                                     | 2,460     | 59             | 2.8                         | 22                                  | 40       | -             | -                                  |
| All other kinds of business                                 | 13                                    | 4,441     | 845            | 19.0                        | 148                                 | 434      | 1             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| <b>BROKERS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 44                                    | 28,820    | 403            | 1.4                         | 94                                  | 207      | 9             | 8                                  |
| Groceries and foods (except farm products)                  | 13                                    | 5,768     | 115            | 2.0                         | 20                                  | 35       | 1             | -                                  |
| All other kinds of business                                 | 23                                    | 18,668    | 202            | 1.1                         | 48                                  | 121      | 3             | 2                                  |
|   | 6                                     | 4,364     | 66             | 2.0                         | 26                                  | 53       | 5             | 6                                  |
| <b>COMMISSION MERCHANTS</b>                                 |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 80                                    | 64,367    | 1,344          | 2.1                         | 393                                 | 701      | 22            | 30                                 |
| All other kinds of business                                 | 73                                    | 62,031    | 1,278          | 2.1                         | 367                                 | 664      | 22            | 29                                 |
|   | 7                                     | 2,336     | 66             | 2.8                         | 26                                  | 37       | -             | 1                                  |
| <b>MANUFACTURERS' AGENTS</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Lumber and building materials (other than metal)            | 21                                    | 1,162     | 123            | 10.6                        | 29                                  | 53       | 3             | 9                                  |
| Machinery, eq'pt. and supplies (except electrical)          | 4                                     | 726       | 57             | 7.9                         | 11                                  | 26       | 1             | -                                  |
| All other kinds of business                                 | 5                                     | 25        | 5              | 20.0                        | 5                                   | 5        | -             | -                                  |
|   | 12                                    | 411       | 61             | 14.8                        | 13                                  | 22       | 2             | 9                                  |
| <b>SELLING AGENTS</b>                                       |                                       |           |                |                             |                                     |          |               |                                    |
|   | 3                                     | 180       | 29             | 16.1                        | 4                                   | 15       | -             | 5                                  |
| <b>OTHER AGENTS</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 14                                    | 1,295     | 58             | 2.9                         | 16                                  | 25       | 16            | -                                  |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| <b>SOLE TANK STATIONS (petroleum)</b>                       |                                       |           |                |                             |                                     |          |               |                                    |
|   | 1,531                                 | 34,538    | 7,049          | 20.4                        | 2,427                               | 3,525    | 100           | 3,910                              |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
|   | 1,026                                 | 47,864    | 4,053          | 8.5                         | 1,788                               | 1,540    | 348           | 1,436                              |
| <b>Farm products—raw materials</b>                          |                                       |           |                |                             |                                     |          |               |                                    |
|   | 251                                   | 21,048    | 834            | 4.0                         | 244                                 | 292      | 31            | 724                                |
| <b>Farm products—consumer goods</b>                         |                                       |           |                |                             |                                     |          |               |                                    |
|   | 765                                   | 26,368    | 5,159          | 12.0                        | 1,526                               | 1,326    | 316           | 724                                |
| <b>Farm supplies</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 6                                     | 261       | 32             | 12.3                        | 11                                  | 14       | 1             | 12                                 |
| <b>All other products</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 4                                     | 207       | 16             | 7.7                         | 7                                   | 8        | -             | 35                                 |

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Table 2B.—STATE OF IOWA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                        | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Percent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   | 209                                   | 22,329    | 1,935          | 8.7                    | 698                                 | 527      | 48            | 554                                |
| Farm products—raw materials                                 | 74                                    | 8,471     | 317            | 3.7                    | 150                                 | 178      | 10            | 515                                |
| Farm products—consumer goods                                | 121                                   | 13,029    | 1,549          | 11.9                   | 505                                 | 519      | 56            | 158                                |
| Farm supplies   | 6                                     | 215       | 25             | 11.6                   | 9                                   | 12       | 1             | 87                                 |
| All other products  | 8                                     | 613       | 44             | 7.2                    | 23                                  | 23       | 1             | 34                                 |
| <b>CREAM STATIONS</b>                                       | 143                                   | 1,170     | 123            | 10.5                   | 77                                  | 70       | 10            | 3                                  |
| <b>OTHER TYPES</b>  | 587                                   | 45,564    | 2,343          | 5.1                    | 838                                 | 943      | 62            | 3,167                              |
| <b>CITIES OF 100,000 POPULATION AND OVER</b>                |                                       |           |                |                        |                                     |          |               |                                    |
| <b>DES MOINES</b>   | 296                                   | 75,179    | 11,208         | 14.9                   | 3,457                               | 5,264    | 124           | 7,049                              |
| Wholesalers proper  | 161                                   | 29,442    | 5,395          | 18.3                   | 2,052                               | 2,556    | 69            | 4,743                              |
| Manufacturers' sales branches                               | 79                                    | 17,117    | 4,425          | 25.9                   | 1,070                               | 1,331    | 50            | 1,537                              |
| Agents and brokers  | 20                                    | 11,510    | 203            | 1.8                    | 43                                  | 111      | 10            | 12                                 |
| All other types   | 36                                    | 17,110    | 1,184          | 6.9                    | 292                                 | 364      | 15            | 757                                |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                        |                                     |          |               |                                    |
| Amusement and sporting goods                                | 5                                     | 183       | 57             | 31.1                   | 20                                  | 28       | 1             | 57                                 |
| Automotive products   | 18                                    | 2,118     | 467            | 22.0                   | 212                                 | 266      | 5             | 405                                |
| Chemicals   | 5                                     | 499       | 159            | 31.7                   | 49                                  | 90       | 9             | 61                                 |
| Drugs and drug sundries                                     | 5                                     | 1,455     | 307            | 21.1                   | 116                                 | 177      | 1             | 509                                |
| Dry goods   | 3                                     | 574       | 102            | 17.6                   | 28                                  | 63       | 1             | 128                                |
| Electrical goods  | 8                                     | 998       | 123            | 12.3                   | 67                                  | 95       | -             | 149                                |
| Farm products—consumer goods                                | 15                                    | 4,154     | 729            | 17.5                   | 359                                 | 429      | 7             | 71                                 |
| Farm supplies   | 7                                     | 753       | 141            | 18.7                   | 38                                  | 56       | 1             | 173                                |
| Groceries and foods (except farm products)                  | 27                                    | 12,011    | 1,633          | 13.6                   | 598                                 | 835      | 17            | 1,833                              |
| Jewelry and optical goods                                   | 3                                     | 130       | 52             | 40.0                   | 13                                  | 23       | 3             | 32                                 |
| Machinery, exp't. and supplies (except electrical)          | 20                                    | 1,304     | 375            | 28.8                   | 153                                 | 176      | 2             | 461                                |
| Paper and its products                                      | 4                                     | 1,346     | 317            | 23.6                   | 110                                 | 4        | -             | 383                                |
| Petroleum and its products                                  | 3                                     | 119       | 44             | 37.0                   | 19                                  | 21       | 1             | 15                                 |
| Plumbing and heating equipment and supplies                 | 3                                     | 210       | 51             | 24.3                   | 18                                  | 31       | 1             | 97                                 |
| Waste materials   | 13                                    | 337       | 150            | 44.5                   | 72                                  | 69       | 15            | 109                                |
| All other kinds of business 1/                              | 21                                    | 3,241     | 629            | 19.4                   | 190                                 | 293      | 5             | 429                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                        |                                     |          |               |                                    |
| Amusement and sporting goods                                | 8                                     | (X)       | (X)            | (X)                    | 113                                 | (X)      | (X)           | (X)                                |
| Automotive products   | 4                                     | 1,980     | 269            | 13.6                   | 60                                  | 129      | 1             | 155                                |
| Chemicals   | 3                                     | (X)       | (X)            | (X)                    | 4                                   | (X)      | (X)           | (X)                                |
| Drugs and drug sundries                                     | 4                                     | 1,177     | 632            | 53.8                   | 73                                  | 221      | -             | 340                                |
| Electrical goods  | 4                                     | 686       | 55             | 9.5                    | 19                                  | 30       | -             | 4                                  |
| Farm products—consumer goods                                | 4                                     | 1,907     | 982            | 51.5                   | 155                                 | 220      | 4             | 55                                 |
| Furniture and house furnishings                             | 3                                     | 394       | 123            | 31.2                   | 32                                  | 75       | 14            | 132                                |
| Groceries and foods (except farm products)                  | 13                                    | 2,375     | 464            | 19.5                   | 143                                 | 214      | 1             | 65                                 |
| Machinery, exp't. and supplies (except electrical)          | 18                                    | 1,513     | 529            | 35.0                   | 221                                 | 238      | 4             | 597                                |
| Metals (except scrap)                                       | 3                                     | 1,807     | 185            | 10.3                   | 49                                  | 312      | 4             | 33                                 |
| Plumbing and heating equipment and supplies                 | 4                                     | 136       | 50             | 36.8                   | 17                                  | 28       | -             | 33                                 |
| All other kinds of business 2/                              | 11                                    | 3,941     | 735            | 18.7                   | 174                                 | 422      | 1             | 108                                |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                        |                                     |          |               |                                    |
| Farm products—consumer goods                                | 4                                     | 2,045     | 42             | 2.1                    | 7                                   | 11       | -             | -                                  |
| Groceries and foods (except farm products)                  | 7                                     | 8,451     | 87             | 1.0                    | 21                                  | 57       | -             | 11                                 |
| All other kinds of business 3/                              | 9                                     | 1,016     | 74             | 7.3                    | 15                                  | 43       | 10            | 1                                  |

## WHOLESALE DISTRIBUTION: 1933

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Business

Table 2B.—STATE OF IOWA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                         | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                         |                                     |          |               |                                    |
| Farm products—raw materials                                 | 8                                     | 2,135     | 110            | 5.0                     | 55                                  | 50       | 7             | 579                                |
| Petroleum and its products                                  | 14                                    | 1,747     | 416            | 23.8                    | 144                                 | 174      | 2             | 250                                |
| All other kinds of business <u>4/</u>                       | 14                                    | 13,170    | 659            | 5.0                     | 113                                 | 140      | 6             | 148                                |
| <b>CITIES OF 50,000 TO 100,000 POPULATION</b>               |                                       |           |                |                         |                                     |          |               |                                    |
| <b>CEDAR RAPIDS</b>   |                                       |           |                |                         |                                     |          |               |                                    |
|   | 186                                   | 34,206    | 4,169          | 12.2                    | 1,237                               | 1,808    | 57            | 2,962                              |
| Wholesalers proper  | 79                                    | 15,085    | 2,216          | 14.7                    | 805                                 | 1,022    | 38            | 2,252                              |
| Manufacturers' sales branches                               | 24                                    | 14,426    | 1,568          | 10.8                    | 377                                 | 601      | 12            | 651                                |
| Agents and brokers  | 11                                    | 2,344     | 76             | 3.2                     | 20                                  | 28       | 2             | 6                                  |
| All other types   | 22                                    | 2,351     | 319            | 13.6                    | 87                                  | 157      | 5             | 173                                |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                         |                                     |          |               |                                    |
| Automotive products   | 5                                     | 407       | 134            | 32.9                    | 56                                  | 53       | -             | 95                                 |
| Clothing and furnishings                                    | 3                                     | 67        | 11             | 16.4                    | 9                                   | 7        | -             | 12                                 |
| Farm products—raw materials                                 | 4                                     | 3,516     | 110            | 3.3                     | 31                                  | 47       | 6             | 277                                |
| Farm products—consumer goods                                | 6                                     | 289       | 70             | 24.2                    | 40                                  | 41       | 5             | 3                                  |
| Farm supplies   | 5                                     | 484       | 84             | 17.2                    | 22                                  | 31       | -             | 33                                 |
| Groceries and foods (except farm products)                  | 17                                    | 6,982     | 761            | 11.6                    | 245                                 | 294      | 5             | 661                                |
| Lumber and building materials (other than metal)            | 4                                     | 158       | 43             | 27.2                    | 16                                  | 24       | 2             | 20                                 |
| Machinery, equip't. and supplies (except electrical)        | 9                                     | 588       | 220            | 37.6                    | 91                                  | 135      | 7             | 231                                |
| Paper and its products                                      | 4                                     | 335       | 78             | 23.4                    | 29                                  | 41       | -             | 152                                |
| Plumbing and heating equipment and supplies                 | 4                                     | 540       | 201            | 37.2                    | 80                                  | 90       | 5             | 278                                |
| All other kinds of business <u>5/</u>                       | 21                                    | 2,324     | 524            | 22.5                    | 184                                 | 249      | 9             | 490                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                         |                                     |          |               |                                    |
| Farm products—consumer goods                                | 3                                     | 542       | 87             | 16.1                    | 30                                  | 45       | 9             | 35                                 |
| Groceries and foods (except farm products)                  | 9                                     | 15,212    | 1,504          | 9.8                     | 292                                 | 479      | 1             | 414                                |
| Machinery, equip't. and supplies (except electrical)        | 6                                     | 425       | 119            | 27.9                    | 39                                  | 52       | 1             | 70                                 |
| All kinds of business <u>6/</u>                             | 6                                     | 146       | 48             | 32.9                    | 16                                  | 25       | 1             | 12                                 |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                         |                                     |          |               |                                    |
| Farm products—raw materials                                 | 4                                     | 1,451     | 30             | 2.1                     | 8                                   | 15       | -             | 5                                  |
| Farm products—consumer goods                                | 3                                     | 621       | 28             | 4.5                     | 7                                   | 8        | -             | -                                  |
| All other kinds of business <u>7/</u>                       | 4                                     | 392       | 18             | 4.2                     | 5                                   | 7        | 2             | 1                                  |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                         |                                     |          |               |                                    |
| Farm products—raw materials                                 | 4                                     | 327       | 91             | 9.8                     | 17                                  | 52       | 2             | 56                                 |
| Farm products—consumer goods                                | 6                                     | 783       | 84             | 11.5                    | 24                                  | 29       | 2             | 5                                  |
| Petroleum and its products                                  | 12                                    | 596       | 144            | 20.7                    | 46                                  | 66       | 1             | 112                                |
| <b>DAVENPORT</b>  |                                       |           |                |                         |                                     |          |               |                                    |
|   | 118                                   | 20,720    | 2,947          | 14.2                    | 1,120                               | 1,427    | 45            | 2,169                              |
| Wholesalers proper  | 71                                    | 8,997     | 1,552          | 18.7                    | 712                                 | 851      | 27            | 1,610                              |
| Manufacturers' sales branches                               | 30                                    | 6,746     | 1,089          | 16.1                    | 337                                 | 501      | 15            | 612                                |
| Agents and brokers  | 9                                     | 4,266     | 39             | .9                      | 10                                  | 17       | 1             | 1                                  |
| All other types   | 8                                     | 821       | 157            | 19.1                    | 61                                  | 89       | 2             | 46                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table B. — STATE OF IOWA

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>DAVENPORT (continued)</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| <b>WHOLESALESAERS PROPER</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 4                                     | 648       | 231            | 35.6                        | 94                                  | 131      | 1             | 257                                |
| Coal  | 3                                     | 162       | 32             | 21.1                        | 13                                  | 7        | 1             | 34                                 |
| Electrical goods  | 6                                     | 664       | 116            | 17.5                        | 44                                  | 52       | -             | 102                                |
| Farm products-consumer goods                                | 4                                     | 1,157     | 192            | 16.6                        | 82                                  | 95       | 2             | 64                                 |
| Groceries and foods (except farm products)                  | 18                                    | 2,994     | 425            | 14.2                        | 185                                 | 220      | 4             | 368                                |
| Machinery, exp't. and supplies (except electrical)          | 5                                     | 120       | 27             | 22.5                        | 12                                  | 14       | -             | 40                                 |
| Waste materials   | 4                                     | 239       | 39             | 16.3                        | 13                                  | 12       | 5             | 45                                 |
| All other kinds of business 8/                              | 27                                    | 2,923     | 599            | 20.5                        | 269                                 | 299      | 14            | 600                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 3                                     | 541       | 104            | 19.2                        | 25                                  | 49       | -             | 69                                 |
| Electrical goods  | 3                                     | 690       | 118            | 15.3                        | 32                                  | 60       | 1             | 60                                 |
| Groceries and foods (except farm products)                  | 6                                     | 1,382     | 166            | 12.0                        | 55                                  | 87       | 1             | 28                                 |
| Machinery, exp't. and supplies (except electrical)          | 9                                     | 871       | 205            | 23.5                        | 118                                 | 126      | 2             | 246                                |
| All other kinds of business 2/                              | 9                                     | 3,062     | 495            | 16.2                        | 107                                 | 179      | 11            | 109                                |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 5                                     | 3,733     | 25             | .7                          | 7                                   | 14       | -             | -                                  |
| All other kinds of business 10/                             | 4                                     | 553       | 14             | 2.6                         | 3                                   | 3        | 1             | 1                                  |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 5                                     | 357       | 84             | 23.5                        | 43                                  | 63       | 1             | 44                                 |
| All other kinds of business 11/                             | 3                                     | 454       | 73             | 15.7                        | 18                                  | 25       | 1             | 2                                  |
| <b>SIOUX CITY</b>   | 247                                   | 106,175   | 8,012          | 7.6                         | 2,957                               | 3,979    | 122           | 4,744                              |
| Wholesale proper  | 180                                   | 27,619    | 4,827          | 17.4                        | 1,740                               | 2,325    | 71            | 5,876                              |
| Manufacturers' sales branches                               | 38                                    | 9,165     | 1,433          | 15.2                        | 528                                 | 775      | 26            | 815                                |
| Agents and brokers  | 72                                    | 64,478    | 1,325          | 2.1                         | 331                                 | 706      | 18            | 37                                 |
| All other types   | 17                                    | 4,713     | 377            | 8.0                         | 143                                 | 178      | 7             | 225                                |
| <b>WHOLESALESAERS PROPER</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 3                                     | 90        | 9              | 10.0                        | 2                                   | 2        | -             | 28                                 |
| Automotive products   | 11                                    | 595       | 191            | 32.2                        | 86                                  | 112      | 1             | 101                                |
| Chemicals   | 3                                     | 720       | 166            | 23.1                        | 59                                  | 92       | 1             | 183                                |
| Clothing and furnishings                                    | 4                                     | 234       | 36             | 15.4                        | 12                                  | 16       | 2             | 43                                 |
| Electrical goods  | 5                                     | 352       | 92             | 26.1                        | 24                                  | 34       | -             | 53                                 |
| Farm products-raw materials                                 | 5                                     | 3,734     | 145            | 3.9                         | 40                                  | 81       | 1             | 168                                |
| Farm products-consumer goods                                | 18                                    | 6,191     | 1,655          | 25.1                        | 574                                 | 633      | 3             | 241                                |
| Farm supplies   | 6                                     | 1,095     | 269            | 24.5                        | 56                                  | 117      | 22            | 235                                |
| Groceries and foods (except farm products)                  | 13                                    | 7,327     | 876            | 9.0                         | 327                                 | 373      | 5             | 649                                |
| Jewelry and optical goods                                   | 3                                     | 47        | 21             | 44.7                        | 9                                   | 15       | -             | 12                                 |
| Lumber and building materials (other than metal)            | 6                                     | 1,202     | 322            | 26.6                        | 80                                  | 151      | 19            | 140                                |
| Machinery, exp't. and supplies (except electrical)          | 14                                    | 1,615     | 458            | 28.4                        | 153                                 | 245      | 6             | 416                                |
| Paper and its products                                      | 4                                     | 463       | 114            | 24.6                        | 45                                  | 69       | 1             | 137                                |
| Waste materials   | 4                                     | 102       | 20             | 19.6                        | 17                                  | 10       | 2             | 38                                 |
| All other kinds of business 12/                             | 22                                    | 3,805     | 784            | 19.8                        | 250                                 | 374      | 8             | 669                                |



## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF IOWA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS. | Number of estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|--|------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|  |                                    |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>SIoux CITY (omitted)</b>                                  |                                    |           |                |                             |                                     |          |               |                                    |
| <b>MANUFACTURERS' SALES BRANCHES</b>                         |                                    |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                 | 3                                  | 3,667     | 473            | 12.8                        | 269                                 | 304      | 1             | 45                                 |
| Groceries and foods (except farm products)                   | 13                                 | 2,769     | 390            | 14.1                        | 131                                 | 160      | -             | 77                                 |
| Machinery, eq't, and supplies (except electrical)            | 9                                  | 984       | 352            | 35.6                        | 158                                 | 184      | 3             | 570                                |
| All other kinds of business 15/                              | 15                                 | 1,725     | 268            | 15.5                        | 68                                  | 127      | 22            | 123                                |
| <b>AGENTS AND BROKERS</b>                                    |                                    |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                  | 60                                 | 57,131    | 1,224          | 2.1                         | 358                                 | 654      | 18            | 26                                 |
| Farm products—consumer goods                                 | 6                                  | 2,750     | 45             | 1.6                         | 10                                  | 16       | -             | -                                  |
| Groceries and foods (except farm products)                   | 3                                  | 4,176     | 47             | 1.1                         | 9                                   | 30       | -             | -                                  |
| All other kinds of business 14/                              | 3                                  | 411       | 9              | 2.2                         | 4                                   | 6        | -             | 1                                  |
| <b>ALL OTHER TYPES</b>                                       |                                    |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                 | 3                                  | 489       | 67             | 13.7                        | 19                                  | 19       | 1             | 15                                 |
| Petroleum and its products                                   | 11                                 | 630       | 234            | 37.7                        | 99                                  | 111      | 6             | 164                                |
| All other kinds of business 16/                              | 3                                  | 3,604     | 76             | 2.1                         | 25                                  | 43       | -             | 147                                |
| CITIES OF 20,000 TO 50,000 POPULATION                        |                                    |           |                |                             |                                     |          |               |                                    |
| <b>BURLINGTON</b>  |                                    |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper   | 34                                 | 7,634     | 1,531          | 19.6                        | 773                                 | 843      | 6             | 2,403                              |
| All other types  | 17                                 | 7,169     | 1,592          | 19.6                        | 724                                 | 773      | 6             | 2,322                              |
|  |                                    | 685       | 159            | 23.3                        | 49                                  | 70       | -             | 61                                 |
| Farm products—raw materials                                  | 3                                  | 311       | 60             | 20.3                        | 25                                  | 27       | -             | 765                                |
| Farm products—consumer goods                                 | 3                                  | 974       | 158            | 16.2                        | 62                                  | 66       | -             | 37                                 |
| Groceries and foods (except farm products)                   | 12                                 | 1,908     | 296            | 15.5                        | 137                                 | 178      | 4             | 310                                |
| Petroleum and its products                                   | 10                                 | 475       | 99             | 20.8                        | 37                                  | 39       | -             | 68                                 |
| All other kinds of business                                  | 25                                 | 4,165     | 890            | 21.4                        | 312                                 | 314      | 2             | 1,233                              |
| <b>CLIFTON</b>   |                                    |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper   | 41                                 | 3,276     | 629            | 16.1                        | 232                                 | 302      | 4             | 444                                |
| All other types  | 17                                 | 2,511     | 398            | 15.9                        | 160                                 | 223      | 4             | 371                                |
|  |                                    | 765       | 131            | 17.1                        | 52                                  | 79       | -             | 73                                 |
| Farm products—consumer goods                                 | 4                                  | 1,077     | 142            | 13.2                        | 49                                  | 62       | -             | 6                                  |
| Groceries and foods (except farm products)                   | 11                                 | 1,145     | 151            | 13.0                        | 61                                  | 89       | 1             | 144                                |
| Petroleum and its products                                   | 10                                 | 365       | 83             | 21.6                        | 30                                  | 46       | -             | 53                                 |
| All other kinds of business                                  | 16                                 | 649       | 153            | 23.6                        | 92                                  | 86       | 3             | 241                                |
| <b>COUNCIL BLUFFS</b>  |                                    |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper   | 37                                 | 3,807     | 658            | 18.3                        | 266                                 | 308      | 6             | 709                                |
| All other types  | 13                                 | 3,431     | 496            | 14.5                        | 214                                 | 262      | 5             | 765                                |
| Farm products—consumer goods                                 | 11                                 | 689       | 92             | 13.4                        | 37                                  | 37       | 2             | 25                                 |
| Petroleum and its products                                   | 13                                 | 1,254     | 266            | 22.8                        | 124                                 | 157      | 1             | 108                                |
| All other kinds of business                                  | 31                                 | 5,065     | 775            | 15.3                        | 319                                 | 376      | 8             | 1,341                              |
| <b>DEXTER</b>  |                                    |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper   | 35                                 | 9,209     | 2,027          | 20.7                        | 721                                 | 949      | 29            | 1,934                              |
| All other types  | 23                                 | 7,428     | 1,532          | 20.6                        | 566                                 | 755      | 23            | 1,536                              |
|  |                                    | 2,381     | 495            | 20.8                        | 155                                 | 194      | 6             | 396                                |
| Farm products—raw materials                                  | 6                                  | 1,156     | 121            | 10.5                        | 26                                  | 29       | 1             | 32                                 |
| Farm products—consumer goods                                 | 10                                 | 735       | 100            | 13.5                        | 64                                  | 59       | 1             | 20                                 |
| Groceries and foods (except farm products)                   | 16                                 | 2,873     | 411            | 14.3                        | 143                                 | 223      | 3             | 360                                |
| Petroleum and its products                                   | 10                                 | 459       | 164            | 35.7                        | 60                                  | 61       | 1             | 64                                 |
| All other kinds of business                                  | 44                                 | 4,596     | 1,221          | 26.3                        | 408                                 | 577      | 19            | 1,458                              |

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Table 2B.—STATE OF IOWA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>establish-<br>ments | Net sales     | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL     |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|---------------|----------------|-----------------------------|-------------------------------------|--------------|---------------|------------------------------------|
|   |                                  |               | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total        | Part-<br>time |                                    |
| <b>FORT DODGE</b>   |                                  |               |                |                             |                                     |              |               |                                    |
| Wholesalers proper  | 50                               | 4,869         | 734            | 15.1                        | 277                                 | 349          | 9             | 751                                |
| All other types   | 26                               | 2,653         | 456            | 17.6                        | 173                                 | 217          | 6             | 436                                |
|   | 24                               | 2,206         | 268            | 12.1                        | 104                                 | 131          | 2             | 326                                |
| Farm products—raw materials                                 | 5                                | 1,173         | 31             | 2.6                         | 8                                   | 10           | 1             | 9                                  |
| Farm products—consumer goods                                | 5                                | 444           | 62             | 14.0                        | 20                                  | 25           | -             | 14                                 |
| Groceries and foods (except farm products)                  | 5                                | 1,167         | 135            | 11.6                        | 48                                  | 54           | 1             | 133                                |
| Petroleum and its products                                  | 14                               | 383           | 92             | 24.0                        | 39                                  | 62           | 1             | 96                                 |
| All other kinds of business                                 | 21                               | 1,702         | 414            | 24.3                        | 162                                 | 207          | 5             | 609                                |
| <b>MASON CITY</b>   |                                  |               |                |                             |                                     |              |               |                                    |
| Wholesalers proper  | 54                               | 13,679        | 1,621          | 11.1                        | 422                                 | 782          | 5             | 1,631                              |
| All other types   | 24                               | 11,682        | 1,060          | 9.0                         | 235                                 | 560          | 3             | 914                                |
|   | 30                               | 1,997         | 471            | 23.6                        | 187                                 | 222          | 2             | 697                                |
| Farm products—raw materials                                 | 3                                | 292           | 10             | 3.4                         | 3                                   | 2            | -             | 2                                  |
| Farm products—consumer goods                                | 3                                | 764           | 112            | 14.7                        | 59                                  | 49           | -             | 260                                |
| Groceries and foods (except farm products)                  | 9                                | 10,349        | 841            | 8.1                         | 163                                 | 466          | 1             | 753                                |
| Petroleum and its products                                  | 18                               | 694           | 138            | 20.5                        | 59                                  | 96           | 1             | 146                                |
| All other products  | 22                               | 1,980         | 360            | 22.8                        | 138                                 | 179          | 3             | 361                                |
| <b>OTTUMWA</b>  |                                  |               |                |                             |                                     |              |               |                                    |
| Wholesalers proper  | 45                               | 5,358         | 773            | 14.4                        | 302                                 | 409          | 30            | 648                                |
| All other types   | 16                               | 4,601         | 666            | 14.5                        | 254                                 | 356          | 29            | 675                                |
|   | 16                               | 767           | 107            | 14.1                        | 48                                  | 53           | 1             | 73                                 |
| Farm products—consumer goods                                | 3                                | 189           | 53             | 29.0                        | 27                                  | 26           | -             | -                                  |
| Groceries and foods (except farm products)                  | 11                               | 3,012         | 269            | 8.9                         | 117                                 | 154          | 1             | 238                                |
| Petroleum and its products                                  | 10                               | 296           | 68             | 23.0                        | 29                                  | 36           | -             | 54                                 |
| All other kinds of business                                 | 21                               | 1,861         | 383            | 20.6                        | 129                                 | 194          | 29            | 356                                |
| <b>WATERLOO</b>   |                                  |               |                |                             |                                     |              |               |                                    |
| Wholesalers proper  | 84                               | 9,278         | 1,439          | 15.6                        | 600                                 | 716          | 30            | 1,257                              |
| All other types   | 29                               | 2,681         | 327            | 12.7                        | 490                                 | 549          | 24            | 1,056                              |
|   | 26                               | 6,697         | 1,112          | 16.6                        | 110                                 | 167          | 6             | 199                                |
| Farm products—consumer goods                                | 5                                | 1,826         | 232            | 12.7                        | 82                                  | 103          | 7             | 72                                 |
| Groceries and foods (except farm products)                  | 13                               | 2,353         | 262            | 11.1                        | 105                                 | 124          | 5             | 366                                |
| Petroleum and its products                                  | 12                               | 879           | 165            | 22.5                        | 68                                  | 84           | 1             | 151                                |
| All other types   | 54                               | 4,410         | 792            | 18.0                        | 348                                 | 406          | 17            | 688                                |
| CITIES OF 5,000 TO 20,000 POPULATION                        |                                  |               |                |                             |                                     |              |               |                                    |
| <b>Total</b>  | <b>480</b>                       | <b>31,169</b> | <b>4,659</b>   | <b>14.9</b>                 | <b>1,776</b>                        | <b>2,209</b> | <b>152</b>    | <b>3,117</b>                       |
| AMES  | 16                               | 2,627         | 149            | 5.7                         | 49                                  | 77           | 3             | 101                                |
| ATLANTIC  | 19                               | 876           | 183            | 20.9                        | 104                                 | 76           | 2             | 124                                |
| BOONE   | 24                               | 1,811         | 228            | 12.6                        | 92                                  | 109          | 13            | 76                                 |
| CEDAR FALLS   | 12                               | 227           | 56             | 24.2                        | 26                                  | 29           | 1             | 39                                 |
| GENESEEVILLE  | 19                               | 935           | 203            | 21.7                        | 78                                  | 112          | 6             | 38                                 |
| CHARITON  | 20                               | 1,829         | 184            | 10.2                        | 68                                  | 71           | 2             | 118                                |
| CHARLES CITY  | 16                               | 950           | 143            | 15.4                        | 46                                  | 65           | 1             | 52                                 |
| CHESTER   | 13                               | 237           | 38             | 16.0                        | 14                                  | 21           | 1             | 43                                 |
| CRESTON   | 20                               | 829           | 136            | 16.4                        | 71                                  | 75           | 3             | 96                                 |
| FAIRFIELD   | 21                               | 395           | 97             | 24.6                        | 38                                  | 46           | 4             | 38                                 |
| FORT MADISON  | 17                               | 2,192         | 346            | 15.6                        | 131                                 | 163          | 1             | 156                                |
| IOWA CITY   | 25                               | 1,213         | 136            | 11.3                        | 71                                  | 106          | 4             | 149                                |
| KOKUK   | 37                               | 3,206         | 697            | 21.8                        | 209                                 | 284          | 13            | 747                                |
| MARSHALLTOWN  | 39                               | 5,002         | 694            | 11.9                        | 229                                 | 313          | 7             | 666                                |
| MUSCATINE   | 33                               | 1,862         | 280            | 15.4                        | 148                                 | 144          | 14            | 222                                |
| NEWTON  | 12                               | 246           | 57             | 23.2                        | 18                                  | 35           | 3             | 26                                 |
| OSAGE   | 15                               | 894           | 126            | 14.1                        | 32                                  | 48           | 7             | 97                                 |
| OSKALOOSA   | 19                               | 1,841         | 216            | 14.0                        | 79                                  | 101          | 9             | 136                                |
| PERRY   | 26                               | 904           | 89             | 12.8                        | 12                                  | 19           | 1             | 17                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2 E.—STATE OF IOWA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments  | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|--|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 5,000 TO 20,000 POPULATION (continued)            |  |           |                |                             |                                     |          |               |                                    |
| RED OAK   | 21   | 632       | 127            | 20.1                        | 49                                  | 51       | 6             | 33                                 |
| SERNAUDOAN  | 21   | 795       | 110            | 13.8                        | 55                                  | 54       | -             | 59                                 |
| SPENCER   | 22   | 1,171     | 176            | 15.0                        | 56                                  | 80       | 11            | 112                                |
| WESBERG CITY  | 19   | 1,950     | 206            | 10.7                        | 107                                 | 111      | 42            | 49                                 |
| 1/  | Includes 2 establishments dealing in clothing and furnishings; 1 in farm products—raw materials; 1 in furniture and home furnishings; 2 in hardware; 2 in lumber and building materials (other than metal); 1 in tobacco and its products (except leaf); and 12 in all other products.   |           |                |                             |                                     |          |               |                                    |
| 2/  | Includes 1 establishment dealing in clothing and furnishings; 1 in jewelry and optical goods; 1 in lumber and building materials (other than metal); 1 in paper and its products; 1 in petroleum and its products; 2 in tobacco and its products (except leaf); and 4 in all other products.   |           |                |                             |                                     |          |               |                                    |
| 3/  | Includes 1 establishment dealing in automotive products; 1 in coal; 1 in farm products—raw materials; 2 in lumber and building materials (other than metal); 1 in petroleum and its products; 2 in plumbing and heating equipment and supplies; and 1 in all other products.   |           |                |                             |                                     |          |               |                                    |
| 4/  | Includes 13 establishments dealing in farm products—consumer goods; and 1 in groceries and foods (except farm products).   |           |                |                             |                                     |          |               |                                    |
| 5/  | Includes 1 establishment dealing in chemicals; 2 in drugs and drug sundries; 1 in dry goods; 2 in electrical goods; 1 in furniture and home furnishings; 1 in jewelry and optical goods; 1 in petroleum and its products; 2 in tobacco and its products (except leaf); 2 in waste materials; and 8 in all other products.  |           |                |                             |                                     |          |               |                                    |
| 6/  | Includes 1 establishment dealing in automotive products; 1 in jewelry and optical goods; 2 in petroleum and its products; 1 in tobacco and its products (except leaf); and 1 in all other products.  |           |                |                             |                                     |          |               |                                    |
| 7/  | Includes 2 establishments dealing in groceries and foods (except farm products); and 2 in machinery equipment and supplies (except electrical).  |           |                |                             |                                     |          |               |                                    |
| 8/  | Includes 1 establishment dealing in amusement and sporting goods; 1 in chemicals; 2 in clothing and furnishings; 1 in drugs and drug sundries; 2 in farm products—raw materials; 2 in farm supplies; 1 in furniture and home furnishings; 2 in hardware; 2 in jewelry and optical goods; 2 in lumber and building materials (other than metal); 1 in metals (except scrap); 2 in paper and its products; 1 in tobacco and its products (except leaf); and 7 in all other products. |           |                |                             |                                     |          |               |                                    |
| 9/  | Includes 1 establishment dealing in coal; 1 in drugs and drug sundries; 1 in jewelry and optical goods; 2 in lumber and building materials (other than metal); 1 in paper and its products; 1 in plumbing and heating equipment and supplies; and 2 in tobacco and its products (except leaf).   |           |                |                             |                                     |          |               |                                    |
| 10/   | Includes 1 establishment dealing in amusement and sporting goods; 1 in farm products—consumer goods; 1 in lumber and building materials (other than metal); and 1 in all other products.   |           |                |                             |                                     |          |               |                                    |
| 11/   | Includes 1 establishment dealing in farm products—raw materials; and 2 in farm products—consumer goods.  |           |                |                             |                                     |          |               |                                    |
| 12/   | Includes 1 establishment dealing in coal; 2 in drugs and drug sundries; 1 in dry goods; 1 in furniture and home furnishings; 1 in hardware; 1 in petroleum and its products; 1 in plumbing and heating equipment and supplies; and 14 in all other products.   |           |                |                             |                                     |          |               |                                    |
| 13/   | Includes 2 establishments dealing in automotive products; 1 in chemicals; 1 in drugs and drug sundries; 2 in electrical goods; 2 in furniture and home furnishings; 1 in jewelry and optical goods; 1 in paper and its products; 1 in plumbing and heating equipment and supplies; and 2 in tobacco and its products (except leaf).  |           |                |                             |                                     |          |               |                                    |
| 14/   | Includes 1 establishment dealing in automotive products; 1 in lumber and building materials (other than metal); and 1 in all other products.   |           |                |                             |                                     |          |               |                                    |
| 15/   | Includes 2 establishments dealing in farm products—raw materials; and 1 in groceries and foods (except farm products).   |           |                |                             |                                     |          |               |                                    |

## WHOLESALE DISTRIBUTION: 1933

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Table 3.—STATE OF IOWA

RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                  | RECEIPTS FROM—       |                                  |                          |        |                          |         |
|---|--------------------------|-----------------|----------------|------------------|----------------------|----------------------------------|--------------------------|--------|--------------------------|---------|
|   |                          |                 | Amount         | Percent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental             |        | Other sources            |         |
|   |                          |                 |                |                  |                      |                                  | Number of establishments | Amount | Number of establishments | Amount  |
| Total for State                                       | 5,252                    | \$464,433       | \$53,345       | 11.5             | \$461,810            | \$695                            | 23                       | \$61   | 57                       | \$1,869 |
| Automotive products                                   | 117                      | 9,507           | 2,233          | 23.2             | 9,297                | 261                              | 1                        | 1      | 1                        | 48      |
| Chemicals   | 29                       | 2,533           | 535            | 23.1             | 2,509                | 8                                | -                        | -      | 2                        | 16      |
| Coal  | 29                       | 2,079           | 265            | 12.7             | 2,078                | 1                                | -                        | -      | -                        | -       |
| Drugs and drug sundries                               | 23                       | 6,771           | 1,752          | 25.9             | 6,748                | -                                | -                        | -      | 1                        | 25      |
| Dry goods   | 8                        | 2,979           | 585            | 17.6             | 2,976                | -                                | 1                        | 5      | -                        | -       |
| Electrical goods                                      | 33                       | 4,593           | 205            | 4.5              | 4,512                | 12                               | -                        | -      | 1                        | 74      |
| Farm products—raw materials                           | 1,076                    | 143,000         | 5,099          | 3.6              | 143,891              | 84                               | 2                        | 6      | 6                        | 19      |
| Farm products—consumer goods                          | 1,878                    | 81,880          | 10,854         | 13.2             | 81,797               | 59                               | 2                        | 2      | 9                        | 22      |
| Farm supplies   | 64                       | 5,163           | 921            | 17.8             | 5,176                | 5                                | -                        | -      | 1                        | 2       |
| Furniture and house furnishings                       | 15                       | 1,776           | 494            | 27.8             | 1,772                | -                                | 1                        | 1      | 1                        | 5       |
| Groceries and foods (except farm products)            | 369                      | 114,523         | 10,427         | 9.1              | 114,425              | -                                | 5                        | 13     | 5                        | 25      |
| Jewelry and optical goods                             | 25                       | 649             | 289            | 44.5             | 649                  | -                                | -                        | -      | -                        | -       |
| Lumber and building materials (other than metal)      | 50                       | 5,950           | 1,269          | 21.3             | 5,922                | 4                                | 2                        | 4      | -                        | -       |
| Machinery, equipment and supplies (except electrical) | 162                      | 15,561          | 3,527          | 22.6             | 13,023               | 221                              | -                        | -      | 7                        | 112     |
| Metals (except scrap)                                 | 7                        | 2,379           | 37             | 1.6              | 2,379                | -                                | -                        | -      | -                        | -       |
| Petroleum and its products                            | 1,574                    | 36,556          | 7,552          | 20.7             | 36,492               | 25                               | 5                        | 9      | 4                        | 9       |
| Plumbing and heating equipment and supplies           | 26                       | 2,422           | 754            | 30.4             | 2,476                | 6                                | -                        | -      | -                        | -       |
| Tobacco and its products (except leaf)                | 30                       | 7,025           | 542            | 7.7              | 7,025                | -                                | 1                        | 1      | 1                        | 1       |
| Waste materials                                       | 90                       | 1,444           | 322            | 22.5             | 1,456                | 2                                | 2                        | 5      | 1                        | 1       |
| All other kinds of business                           | 242                      | 19,563          | 4,709          | 23.9             | 16,133               | 5                                | 5                        | 11     | 15                       | 2/1,514 |

1/ Includes 3 establishments dealing in machinery, equipment and supplies with receipts from machine rentals amounting to \$21,000.

2/ Includes 9 exchanges dealing in motion picture films with income from film rentals of \$1,445,000.

## WHOLESALE DISTRIBUTION: 1933

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Table 4.—STATE OF IOWA CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |                  | ESTABLISHMENTS REPORTING CREDIT SALES |                                       |                  |                                       |                  |                                       |                  |                 |                  |
|---|--------------------|------------------|---------------------------------------|---------------------------------------|------------------|---------------------------------------|------------------|---------------------------------------|------------------|-----------------|------------------|
|   | Number             | Net sales        | Number                                | Percent of total for kind of business | Net sales        | Percent of total for kind of business | Credit sales     |                                       |                  | Total Expenses  |                  |
|   |                    |                  |                                       |                                       |                  |                                       | Amount           | Establishments reporting credit sales | Percent of sales | Amount          | Percent of sales |
|   |                    |                  |                                       |                                       |                  |                                       |                  |                                       |                  |                 |                  |
| <b>Total for State</b>                    | <b>5,282</b>       | <b>\$464,433</b> | <b>2,939</b>                          | <b>56.0</b>                           | <b>\$242,011</b> | <b>52.1</b>                           | <b>\$159,771</b> | <b>66.0</b>                           | <b>34.4</b>      | <b>\$38,863</b> | <b>16.1</b>      |
| <b>WHOLESALESAERS PROPER</b>              |                    |                  |                                       |                                       |                  |                                       |                  |                                       |                  |                 |                  |
| <b>Total</b>                              | <b>1,328</b>       | <b>161,729</b>   | <b>869</b>                            | <b>65.4</b>                           | <b>114,805</b>   | <b>70.9</b>                           | <b>87,320</b>    | <b>76.2</b>                           | <b>54.0</b>      | <b>20,875</b>   | <b>18.2</b>      |
| Amusement and sporting goods              | 18                 | 459              | 7                                     | 53.3                                  | 207              | 47.2                                  | 154              | 74.4                                  | 35.1             | 60              | 29.0             |
| Automotive products                       | 103                | 6,750            | 89                                    | 86.4                                  | 6,197            | 91.8                                  | 4,305            | 70.4                                  | 64.7             | 1,439           | 22.4             |
| Chemicals                                 | 22                 | 1,937            | 18                                    | 81.8                                  | 1,792            | 92.5                                  | 1,548            | 86.4                                  | 79.9             | 501             | 28.0             |
| Clothing and furnishings                  | 18                 | 2,181            | 16                                    | 88.9                                  | 2,162            | 99.1                                  | 2,082            | 96.3                                  | 95.5             | 469             | 22.0             |
| Coal                                      | 17                 | 1,151            | 13                                    | 72.2                                  | 1,033            | 89.7                                  | 314              | 30.4                                  | 27.3             | 141             | 13.6             |
| Drugs and drug sundries                   | 17                 | 5,256            | 13                                    | 76.5                                  | 5,210            | 99.2                                  | 5,077            | 92.1                                  | 91.4             | 1,040           | 19.9             |
| Dry goods                                 | 8                  | 2,979            | 7                                     | 87.5                                  | 2,232            | 75.6                                  | 2,232            | 99.1                                  | 74.9             | 410             | 18.2             |
| Electrical goods                          | 28                 | 5,504            | 24                                    | 85.7                                  | 2,679            | 92.5                                  | 2,253            | 84.1                                  | 77.6             | 535             | 20.7             |
| Farm products-raw materials               | 74                 | 13,247           | 23                                    | 37.8                                  | 1,648            | 14.0                                  | 423              | 22.9                                  | 3.5              | 178             | 5.5              |
| Farm products-consumer goods              | 209                | 28,533           | 121                                   | 57.9                                  | 21,295           | 74.6                                  | 13,177           | 61.9                                  | 46.2             | 4,053           | 19.0             |
| Farm supplies                             | 52                 | 4,486            | 35                                    | 67.3                                  | 4,045            | 90.2                                  | 2,278            | 56.3                                  | 50.8             | 776             | 19.2             |
| Furniture and house furnishings           | 10                 | 1,567            | 9                                     | 90.0                                  | 1,363            | 90.7                                  | 1,301            | 95.5                                  | 95.2             | 366             | 26.9             |
| Groceries and foods                       | 280                | 62,108           | 175                                   | 62.5                                  | 40,438           | 65.4                                  | 33,651           | 82.8                                  | 54.2             | 4,885           | 12.0             |
| Hardware                                  | 11                 | 3,233            | 9                                     | 81.8                                  | 2,899            | 71.1                                  | 2,144            | 93.3                                  | 66.3             | 588             | 25.6             |
| Jewelry and optical goods                 | 15                 | 358              | 13                                    | 86.7                                  | 336              | 94.4                                  | 333              | 90.1                                  | 93.5             | 144             | 42.9             |
| Lumber and building materials             | 37                 | 3,125            | 35                                    | 94.6                                  | 3,088            | 97.9                                  | 2,618            | 84.7                                  | 82.9             | 774             | 24.4             |
| Machinery, equipment and supplies         | 65                 | 4,643            | 67                                    | 80.7                                  | 4,401            | 90.5                                  | 3,603            | 80.4                                  | 78.2             | 1,292           | 29.4             |
| Metals (except scrap)                     | 3                  | 539              | 2                                     | 66.7                                  | 503              | 93.3                                  | 468              | 93.0                                  | 86.8             | 140             | 27.8             |
| Paper and its products                    | 26                 | 3,100            | 25                                    | 96.2                                  | 3,081            | 96.2                                  | 2,790            | 93.6                                  | 90.0             | 700             | 23.5             |
| Petroleum and its products                | 30                 | 1,459            | 22                                    | 73.3                                  | 1,242            | 85.1                                  | 565              | 45.5                                  | 38.7             | 295             | 25.8             |
| Plumbing & heating eqpt & supplies        | 17                 | 1,805            | 17                                    | 100.0                                 | 1,805            | 100.0                                 | 1,481            | 82.0                                  | 89.0             | 537             | 29.8             |
| Tobacco and its products                  | 23                 | 5,426            | 19                                    | 82.6                                  | 2,948            | 54.0                                  | 2,096            | 71.1                                  | 61.2             | 233             | 8.6              |
| Waste materials                           | 69                 | 1,454            | 22                                    | 24.7                                  | 568              | 40.6                                  | 284              | 48.8                                  | 19.8             | 188             | 32.3             |
| All other products                        | 143                | 4,782            | 63                                    | 58.0                                  | 3,399            | 72.0                                  | 1,865            | 55.5                                  | 39.9             | 913             | 26.9             |
| <b>ALL OTHER TYPES</b>                    |                    |                  |                                       |                                       |                  |                                       |                  |                                       |                  |                 |                  |
| <b>Total</b>                              | <b>3,954</b>       | <b>302,704</b>   | <b>2,070</b>                          | <b>52.6</b>                           | <b>127,206</b>   | <b>42.1</b>                           | <b>72,451</b>    | <b>56.9</b>                           | <b>23.9</b>      | <b>17,988</b>   | <b>14.1</b>      |
| Amusement and sporting goods              | 10                 | (X)              | 4                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)                                   | (X)              | (X)             | (X)              |
| Automotive products                       | 14                 | 8,857            | 11                                    | 78.6                                  | 2,784            | 97.4                                  | 2,782            | 99.9                                  | 97.4             | 432             | 15.5             |
| Chemicals                                 | 7                  | 595              | 7                                     | 100.0                                 | 595              | 100.0                                 | 573              | 96.1                                  | 96.1             | 52              | 8.7              |
| Clothing and furnishings                  | 1                  | (X)              | -                                     | -                                     | -                | -                                     | -                | -                                     | -                | -               | -                |
| Coal                                      | 11                 | 985              | 10                                    | 90.9                                  | 773              | 83.3                                  | 418              | 54.1                                  | 45.0             | 75              | 9.7              |
| Drugs and drug sundries                   | 6                  | 1,215            | 5                                     | 53.3                                  | 1,209            | 99.5                                  | 1,203            | 99.9                                  | 99.4             | 703             | 58.1             |
| Electrical goods                          | 10                 | 1,594            | 9                                     | 90.0                                  | 1,168            | 69.0                                  | 1,027            | 87.9                                  | 60.6             | 141             | 12.1             |
| Farm products-raw materials               | 1,008              | 129,753          | 322                                   | 33.1                                  | 24,784           | 19.1                                  | 3,768            | 15.3                                  | 2.9              | 1,441           | 5.8              |
| Farm products-consumer goods              | 1,069              | 53,547           | 122                                   | 11.4                                  | 15,263           | 28.6                                  | 8,830            | 57.9                                  | 16.6             | 2,702           | 17.7             |
| Farm supplies                             | 12                 | 697              | 9                                     | 75.0                                  | 484              | 69.4                                  | 94               | 19.4                                  | 13.5             | 55              | 11.0             |
| Furniture and house furnishings           | 5                  | 409              | 5                                     | 100.0                                 | 409              | 100.0                                 | 397              | 97.1                                  | 97.1             | 128             | 31.3             |
| Groceries and foods                       | 99                 | 32,430           | 62                                    | 69.7                                  | 35,057           | 66.2                                  | 31,289           | 89.3                                  | 59.7             | 2,725           | 7.8              |
| Hardware                                  | 1                  | (X)              | -                                     | -                                     | -                | -                                     | -                | -                                     | -                | -               | -                |
| Jewelry and optical goods                 | 10                 | 293              | 10                                    | 100.0                                 | 293              | 100.0                                 | 287              | 98.0                                  | 98.0             | 125             | 42.7             |
| Lumber and building materials             | 13                 | 2,805            | 11                                    | 84.6                                  | 2,117            | 75.5                                  | 1,971            | 93.1                                  | 70.3             | 457             | 21.6             |
| Machinery, equipment and supplies         | 79                 | 8,499            | 73                                    | 92.4                                  | 5,950            | 70.0                                  | 5,358            | 90.1                                  | 83.0             | 1,790           | 30.1             |
| Metals (except scrap)                     | 4                  | 1,840            | 4                                     | 100.0                                 | 1,840            | 100.0                                 | 1,840            | 100.0                                 | 100.0            | 190             | 10.3             |
| Paper and its products                    | 5                  | (X)              | 4                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)                                   | (X)              | (X)             | (X)              |
| Petroleum and its products                | 1,544              | 35,077           | 1,300                                 | 89.4                                  | 31,143           | 88.8                                  | 9,755            | 31.3                                  | 27.8             | 6,200           | 19.9             |
| Plumbing & heating eqpt & supplies        | 9                  | 9,677            | 8                                     | 88.9                                  | 8,835            | 93.8                                  | 8,955            | 93.7                                  | 87.9             | 2,111           | 35.2             |
| Tobacco and its products                  | 7                  | 3,599            | 3                                     | 42.9                                  | 1,131            | 31.6                                  | 682              | 76.2                                  | 24.0             | 186             | 16.4             |
| Waste materials                           | 1                  | (X)              | 1                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)                                   | (X)              | (X)             | (X)              |
| All other products                        | 15                 | 650              | 10                                    | 66.7                                  | 600              | 92.3                                  | 550              | 89.3                                  | 85.8             | 133             | 22.2             |

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Table 5.—STATE OF IOWA

## WHOLESALE DISTRIBUTION: 1933

DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |           |                |                          | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |           |                                       |                |                  |                               |                                     |                           |                                  |
|---|--------------------|-----------|----------------|--------------------------|--|-----------|---------------------------------------|----------------|------------------|-------------------------------|-------------------------------------|---------------------------|----------------------------------|
|   | Number             | Net sales | Total expenses | Number of establishments | Percent of total for kind of business          | Net sales | Percent of total for kind of business | Total expenses |                  | Sales to retailers for resale | Sales to home consumers (at retail) | Sales to industrial users | Sales to wholesale organizations |
|   |                    |           |                |                          |  |           |                                       | Amount         | Percent of sales |                               |                                     |                           |                                  |
| Total for State                           | 5,252              | \$464,433 | \$53,343       | 3,964                    | 75.8   | \$388,791 | 83.7                                  | \$44,329       | 11.4             | \$199,483                     | \$13,659                            | \$136,276                 | \$39,271                         |
| WHOLESALESAERS PROPER                     |                    |           |                |                          |  |           |                                       |                |                  |                               |                                     |                           |                                  |
| Total                                     | 1,328              | 161,729   | 25,366         | 1,235                    | 93.0   | 152,422   | 94.2                                  | 24,161         | 15.9             | 122,363                       | 5,363                               | 20,807                    | 3,869                            |
| Amusement & sporting goods                | 12                 | 439       | 107            | 11                       | 91.7   | 384       | 87.5                                  | 93             | 24.2             | 236                           | 45                                  | 102                       | 1                                |
| Automotive products                       | 103                | 6,750     | 1,785          | 100                      | 97.1   | 6,478     | 96.0                                  | 1,693          | 26.1             | 5,424                         | 745                                 | 188                       | 121                              |
| Chemicals                                 | 22                 | 1,937     | 533            | 18                       | 81.8   | 1,704     | 88.0                                  | 483            | 28.3             | 939                           | 246                                 | 403                       | 116                              |
| Clothing and furnishings                  | 18                 | 2,181     | 472            | 18                       | 100.0  | 2,181     | 100.0                                 | 472            | 21.6             | 2,141                         | 20                                  | 7                         | 13                               |
| Coal                                      | 18                 | 1,151     | 171            | 14                       | 77.8   | 828       | 71.9                                  | 121            | 14.6             | 451                           | 96                                  | 72                        | 209                              |
| Drugs and drug sundries                   | 17                 | 5,556     | 1,045          | 17                       | 100.0  | 5,556     | 100.0                                 | 1,045          | 18.8             | 5,004                         | 6                                   | 453                       | 93                               |
| Dry goods                                 | 8                  | 2,979     | 523            | 8                        | 100.0  | 2,979     | 100.0                                 | 523            | 17.6             | 2,900                         | 33                                  | 43                        | 3                                |
| Electrical goods                          | 28                 | 2,904     | 596            | 26                       | 92.9   | 2,686     | 92.5                                  | 558            | 20.8             | 1,780                         | 80                                  | 782                       | 44                               |
| Farm products—raw materials               | 74                 | 13,247    | 657            | 56                       | 75.7   | 9,178     | 69.3                                  | 429            | 4.7              | 699                           | 426                                 | 7,952                     | 101                              |
| Farm products—consumer goods              | 209                | 26,533    | 4,208          | 190                      | 90.9   | 26,849    | 94.1                                  | 4,034          | 15.0             | 20,779                        | 1,211                               | 2,809                     | 2,050                            |
| Farm supplies                             | 52                 | 4,486     | 894            | 39                       | 75.0   | 3,420     | 76.2                                  | 631            | 18.5             | 2,704                         | 306                                 | 202                       | 208                              |
| Furniture & house furnishings             | 10                 | 1,257     | 356            | 10                       | 100.0  | 1,257     | 100.0                                 | 356            | 28.6             | 1,310                         | 41                                  | 11                        | 5                                |
| Groceries & foods                         | 280                | 62,108    | 7,177          | 277                      | 98.9   | 62,036    | 99.9                                  | 7,164          | 11.5             | 59,072                        | 570                                 | 2,103                     | 293                              |
| Hardware                                  | 11                 | 3,233     | 789            | 11                       | 100.0  | 3,233     | 100.0                                 | 789            | 24.4             | 2,576                         | 20                                  | 637                       | 20                               |
| Jewelry & optical goods                   | 15                 | 356       | 164            | 15                       | 100.0  | 356       | 100.0                                 | 164            | 46.1             | 116                           | 11                                  | 239                       | —                                |
| Lumber & building materials               | 37                 | 3,155     | 764            | 26                       | 70.3   | 2,521     | 79.9                                  | 622            | 24.7             | 1,037                         | 486                                 | 921                       | 77                               |
| Machinery, eq't. & supplies               | 63                 | 4,832     | 1,507          | 77                       | 92.6   | 4,226     | 86.9                                  | 1,250          | 31.9             | 1,933                         | 255                                 | 1,936                     | 102                              |
| Metals (except scrap)                     | 3                  | 539       | 147            | 3                        | 100.0  | 539       | 100.0                                 | 147            | 27.3             | 536                           | 3                                   | —                         | —                                |
| Paper and its products                    | 26                 | 3,100     | 739            | 26                       | 100.0  | 3,100     | 100.0                                 | 739            | 23.8             | 2,545                         | 86                                  | 413                       | 56                               |
| Petroleum and its products                | 30                 | 1,459     | 354            | 30                       | 100.0  | 1,459     | 100.0                                 | 354            | 24.9             | 1,020                         | 209                                 | —                         | 230                              |
| Plumbing & heating eq't.                  | 17                 | 1,805     | 537            | 17                       | 100.0  | 1,805     | 100.0                                 | 537            | 29.8             | 1,587                         | 25                                  | 190                       | 3                                |
| Tobacco and its products                  | 23                 | 3,426     | 286            | 23                       | 100.0  | 3,426     | 100.0                                 | 286            | 8.3              | 3,291                         | 132                                 | —                         | —                                |
| Waste materials                           | 89                 | 1,454     | 378            | 80                       | 89.9   | 1,387     | 95.7                                  | 364            | 26.2             | 211                           | 49                                  | 1,023                     | 34                               |
| All other products                        | 143                | 4,722     | 1,187          | 143                      | 100.0  | 4,722     | 100.0                                 | 1,187          | 25.1             | 4,082                         | 302                                 | 321                       | 17                               |
| ALL OTHER TYPES                           |                    |           |                |                          |  |           |                                       |                |                  |                               |                                     |                           |                                  |
| Total                                     | 3,924              | 302,704   | 27,977         | 2,729                    | 69.5   | 256,569   | 78.1                                  | 20,168         | 8.5              | 77,120                        | 8,276                               | 116,571                   | 35,402                           |
| Amusement & sporting goods                | 10                 | (X)       | (X)            | (X)                      | (X)  | (X)       | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Automotive products                       | 14                 | 2,857     | 448            | 8                        | 57.1   | 1,702     | 59.6                                  | 268            | 15.7             | 1,562                         | 22                                  | 118                       | —                                |
| Chemicals                                 | 7                  | 896       | 52             | 7                        | 100.0  | 896       | 100.0                                 | 52             | 8.7              | 108                           | —                                   | 485                       | 5                                |
| Clothing and furnishings                  | 1                  | (X)       | (X)            | (X)                      | (X)  | (X)       | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Coal                                      | 11                 | 928       | 94             | 9                        | 81.6   | 744       | 80.2                                  | 7              | 9.5              | 287                           | 6                                   | 438                       | 13                               |
| Drugs and drug sundries                   | 6                  | 1,215     | 707            | 6                        | 100.0  | 1,215     | 100.0                                 | 707            | 58.2             | 1,163                         | 1                                   | 50                        | 1                                |
| Electrical goods                          | 10                 | 1,694     | 209            | 10                       | 100.0  | 1,694     | 100.0                                 | 209            | 12.3             | 339                           | —                                   | 1,174                     | 181                              |
| Farm products—raw materials               | 1,002              | 129,753   | 4,442          | 819                      | 81.7   | 113,676   | 87.6                                  | 3,787          | 3.3              | 8,694                         | 4,092                               | 91,623                    | 9,797                            |
| Farm products—consumer goods              | 1,069              | 53,347    | 6,626          | 960                      | 89.8   | 48,430    | 90.8                                  | 6,319          | 13.0             | 18,298                        | 1,320                               | 15,434                    | 12,678                           |
| Farm supplies                             | 12                 | 697       | 57             | 8                        | 66.7   | 490       | 70.3                                  | 52             | 10.6             | 105                           | 63                                  | 109                       | 213                              |
| Furniture & house furnishings             | 5                  | 409       | 153            | 5                        | 100.0  | 409       | 100.0                                 | 128            | 31.3             | 343                           | 65                                  | —                         | —                                |
| Groceries & foods                         | 89                 | 52,420    | 3,290          | 79                       | 88.8   | 32,959    | 62.9                                  | 1,936          | 5.9              | 22,879                        | 35                                  | 1,164                     | 6,881                            |
| Hardware                                  | 1                  | (X)       | (X)            | —                        | —  | —         | —                                     | —              | —                | —                             | —                                   | —                         | —                                |
| Jewelry & optical goods                   | 10                 | 293       | 125            | 9                        | 90.0   | 280       | 95.6                                  | 122            | 43.6             | 274                           | —                                   | 6                         | —                                |
| Lumber & building materials               | 13                 | 2,805     | 505            | 11                       | 84.6   | 2,662     | 94.9                                  | 484            | 18.2             | 1,793                         | 12                                  | 855                       | 2                                |
| Machinery, eq't. & supplies               | 79                 | 6,499     | 2,020          | 99                       | 74.7   | 7,294     | 85.8                                  | 1,692          | 23.2             | 3,028                         | 820                                 | 3,991                     | 355                              |
| Metals (except scrap)                     | 4                  | 1,940     | 190            | 4                        | 100.0  | 1,940     | 100.0                                 | 190            | 9.8              | 1,251                         | 35                                  | —                         | —                                |
| Paper and its products                    | 5                  | (X)       | (X)            | (X)                      | (X)  | (X)       | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Petroleum and its products                | 1,544              | 35,077    | 7,192          | 702                      | 45.5   | 16,980    | 48.4                                  | 3,167          | 18.7             | 14,068                        | 1,797                               | 356                       | 799                              |
| Plumbing & heating eq't.                  | 9                  | 677       | 217            | 8                        | 88.9   | 658       | 97.2                                  | 205            | 31.2             | 440                           | 10                                  | 201                       | 7                                |
| Tobacco and its products                  | 7                  | 3,599     | 256            | 7                        | 100.0  | 3,599     | 100.0                                 | 256            | 7.1              | 1,142                         | —                                   | —                         | 2,457                            |
| Waste materials                           | 1                  | (X)       | (X)            | (X)                      | (X)  | (X)       | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| All other products                        | 15                 | 650       | 161            | 13                       | 86.7   | 574       | 88.3                                  | 156            | 27.2             | 340                           | 33                                  | 162                       | 39                               |

WHOLESALE DISTRIBUTION: 1933

Table 6. — STATE OF IOWA MONTHLY EMPLOYMENT, BY KIND OF BUSINESS For States and Cities of 500,000 Population and Over

| State and City of Business | Pre-employment firm and kind of business                   | NUMBER AND PROPORTION OF EMPLOYED MEN AND WOMEN |                        | Employment ratio to average full-time average | NUMBER OF EMPLOYEES—By MONTHS |                        |          |           |        |        |        |        |        |        |             |        | Octo-ber | Novem-ber | Decem-ber |
|----------------------------|--|---|------------------------|---|-------------------------------|------------------------|----------|-----------|--------|--------|--------|--------|--------|--------|-------------|--------|----------|-----------|-----------|
|                            |  | Men   |                        |   | Women                         |                        | Jan-uary | Feb-ruary | March  | April  | May    | June   | July   | August | Sep-tem-ber |        |          |           |           |
|                            |  | Esti-mated average                              | Per-cent-ages of total |   | Esti-mated average            | Per-cent-ages of total |          |           |        |        |        |        |        |        |             |        |          |           |           |
|                            | <b>Total</b>   | 18,791  | 3,394                  | 15.3  | 19,376                        | 16,075                 | 17,914   | 16,137    | 16,775 | 19,082 | 19,497 | 19,120 | 19,823 | 20,256 | 20,356      | 20,311 | 20,375   |           |           |
|                            | Amusement and sporting goods.....                          | 6   | 108                    | 64  | 159                           | 171                    | 153      | 143       | 132    | 143    | 143    | 145    | 147    | 159    | 179         | 179    | 179      |           |           |
|                            | Automotive products.....                                   | 61  | 798                    | 130   | 892                           | 822                    | 813      | 825       | 847    | 860    | 871    | 882    | 934    | 931    | 959         | 940    | 959      |           |           |
|                            | Chemicals.....   | 7   | 182                    | 39  | 158                           | 158                    | 169      | 183       | 183    | 171    | 160    | 144    | 144    | 141    | 139         | 141    | 146      |           |           |
|                            | Clothing and furnishings.....                              | 12  | 125                    | 97  | 220                           | 213                    | 213      | 223       | 224    | 227    | 224    | 223    | 223    | 223    | 223         | 223    | 229      |           |           |
|                            | Coal.....  | 24  | 123                    | 18  | 94                            | 97                     | 99       | 97        | 94     | 87     | 84     | 82     | 84     | 81     | 80          | 80     | 102      |           |           |
|                            | Drugs and drug sundries.....                               | 6   | 357                    | 149   | 479                           | 489                    | 485      | 481       | 483    | 466    | 466    | 490    | 491    | 466    | 467         | 491    | 485      |           |           |
|                            | Dry goods.....   | 3   | 152                    | 33  | 168                           | 175                    | 174      | 158       | 136    | 143    | 154    | 169    | 172    | 172    | 172         | 171    | 171      |           |           |
|                            | Electrical goods.....                                      | 5   | 210                    | 55  | 270                           | 235                    | 232      | 232       | 233    | 244    | 260    | 272    | 283    | 284    | 288         | 289    | 289      |           |           |
|                            | Farm products—raw materials.....                           | 723   | 2,054                  | 241   | 1,815                         | 1,745                  | 1,737    | 1,731     | 1,773  | 1,764  | 1,625  | 1,647  | 1,671  | 1,695  | 1,690       | 1,620  | 1,620    |           |           |
|                            | Farm products—consumer goods.....                          | 1,025   | 4,664                  | 1,129   | 4,799                         | 3,985                  | 3,846    | 4,056     | 4,052  | 4,765  | 4,137  | 4,056  | 4,897  | 4,087  | 3,711       | 3,008  | 3,008    |           |           |
|                            | Farm supplies.....   | 32  | 278                    | 61  | 339                           | 310                    | 311      | 315       | 347    | 334    | 274    | 283    | 302    | 302    | 305         | 313    | 327      |           |           |
|                            | Furniture and house furnishings.....                       | 6   | 271                    | 56  | 327                           | 325                    | 325      | 325       | 325    | 324    | 324    | 324    | 324    | 324    | 324         | 317    | 317      |           |           |
|                            | General merchandise.....                                   | 297   | 3,112                  | 396   | 3,450                         | 3,285                  | 3,302    | 3,253     | 3,284  | 3,443  | 3,443  | 3,386  | 3,590  | 3,602  | 3,561       | 3,563  | 3,563    |           |           |
|                            | Groceries and foods (except farm products).....            | 5   | 265                    | 50  | 297                           | 305                    | 301      | 298       | 303    | 300    | 275    | 276    | 277    | 311    | 309         | 308    | 310      |           |           |
|                            | Hardware.....  | 3   | 95                     | 29  | 116                           | 116                    | 114      | 113       | 113    | 113    | 113    | 113    | 113    | 113    | 113         | 113    | 113      |           |           |
|                            | Jewelry and optical goods.....                             | 87  | 369                    | 39  | 339                           | 327                    | 321      | 320       | 344    | 340    | 349    | 352    | 353    | 391    | 355         | 379    | 356      |           |           |
|                            | Lumber and building materials (other than metal).....      | 59  | 1,527                  | 125   | 1,649                         | 1,525                  | 1,525    | 1,525     | 1,525  | 1,525  | 1,525  | 1,525  | 1,525  | 1,525  | 1,525       | 1,525  | 1,525    |           |           |
|                            | Machinery, equipment and supplies (except electrical)..... | 4   | 189                    | 13  | 202                           | 188                    | 188      | 188       | 188    | 188    | 188    | 188    | 188    | 188    | 188         | 188    | 188      |           |           |
|                            | Metals (except scrap).....                                 | 11  | 225                    | 121   | 346                           | 319                    | 319      | 319       | 319    | 319    | 319    | 319    | 319    | 319    | 319         | 319    | 319      |           |           |
|                            | Paper and its products.....                                | 225   | 2,490                  | 92  | 2,582                         | 2,529                  | 2,540    | 2,540     | 2,572  | 2,621  | 2,621  | 2,621  | 2,621  | 2,621  | 2,621       | 2,621  | 2,621    |           |           |
|                            | Petroleum and its products.....                            | 2   | 266                    | 52  | 318                           | 313                    | 313      | 313       | 313    | 313    | 313    | 313    | 313    | 313    | 313         | 313    | 313      |           |           |
|                            | Plumbing and heating equipment and supplies.....           | 9   | 217                    | 49  | 266                           | 266                    | 266      | 266       | 266    | 266    | 266    | 266    | 266    | 266    | 266         | 266    | 266      |           |           |
|                            | Tobacco and its products.....                              | 111   | 213                    | 43  | 256                           | 256                    | 256      | 256       | 256    | 256    | 256    | 256    | 256    | 256    | 256         | 256    | 256      |           |           |
|                            | Waste materials.....                                       | 136   | 553                    | 65  | 618                           | 618                    | 618      | 618       | 618    | 618    | 618    | 618    | 618    | 618    | 618         | 618    | 618      |           |           |
|                            | All other products.....                                    |   |                        |   | 138                           | 94                     | 97       | 112       | 112    | 112    | 112    | 112    | 112    | 112    | 112         | 112    | 112      |           |           |

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## WHOLESALE DISTRIBUTION: 1933

12-604  
Census of  
American  
Business

Table 1.—STATE OF MISSOURI SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are available in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |       | NET SALES   |             | TOTAL EXPENSES |                  |      | PAY ROLL                      |          |                  | 1930<br>1931<br>1932<br>1933 |           |
|---|--------------------------|-------|-------------|-------------|----------------|------------------|------|-------------------------------|----------|------------------|------------------------------|-----------|
|   | 1933                     | 1929  | 1933        | 1929        | Amount         | Percent of sales |      | Full-time employees (average) | Total    |                  |                              | Part-time |
|   |                          |       |             |             |                | 1933             | 1929 |                               | Amount   | Percent of sales |                              |           |
| <b>THE STATE</b>                        | 6,107                    | 6,674 | \$1,444,356 | \$3,361,721 | \$157,999      | 10.9             | 8.8  | 49,522                        | \$73,695 | 5.1              | \$1,726                      | \$144,369 |
| <b>Wholesalers proper</b>               | 2,682                    | 2,591 | 496,433     | 1,209,660   | 80,986         | 16.3             | 13.7 | 29,056                        | 39,980   | 8.1              | 1,002                        | 24,674    |
| Wholesale merchants                     | 2,525                    | 2,557 | 473,852     | 1,189,425   | 70,784         | 16.6             | 12.9 | 28,399                        | 38,902   | 8.2              | 980                          | 21,283    |
| Exporters and importers                 | 21                       | 12    | 6,020       | 11,281      | 520            | 8.6              | 6.8  | 158                           | 241      | 4.0              | 5                            | 2,566     |
| Limited function wholesalers            | 136                      | 42    | 16,561      | 8,964       | 1,682          | 10.2             | 7.3  | 499                           | 837      | 5.1              | 17                           | 825       |
| <b>Manufacturers' sales branches</b>    | 758                      | 782   | 368,053     | 857,172     | 49,579         | 13.5             | 10.5 | 12,096                        | 21,116   | 5.7              | 232                          | 27,608    |
| With stocks                             | 522                      | --    | 306,660     | --          | 45,654         | 14.2             | --   | 10,525                        | 18,038   | 6.9              | 189                          | 27,984    |
| Without stocks                          | 246                      | --    | 61,393      | --          | 5,925          | 7.7              | --   | 1,571                         | 3,078    | 5.0              | 43                           | 24        |
| <b>Agents and brokers</b>               | 740                      | 927   | 380,466     | 1,017,167   | 9,050          | 2.4              | 1.8  | 2,351                         | 4,281    | 1.1              | 195                          | 4,201     |
| Brokers                                 | 126                      | 164   | 85,997      | 210,071     | 1,946          | 1.8              | 1.3  | 385                           | 838      | 1.0              | 11                           | 382       |
| Commission merchants                    | 351                      | 363   | 252,259     | 662,114     | 5,121          | 2.1              | 1.1  | 1,337                         | 2,276    | 0.9              | 132                          | 3,174     |
| Export and import agents                | 4                        | 2     | 606         | (X)         | 46             | 7.6              | (X)  | 18                            | 27       | 4.5              | 1                            | 13        |
| Manufacturers' agents                   | 202                      | 273   | 21,313      | 59,360      | 1,363          | 6.4              | 7.6  | 435                           | 686      | 3.2              | 30                           | 491       |
| Selling agents                          | 45                       | 114   | 17,604      | 73,821      | 745            | 4.2              | 4.9  | 140                           | 363      | 2.0              | 5                            | 17,504    |
| Other agents                            | 8                        | 11    | 4,527       | (X)         | 199            | 3.5              | (X)  | 46                            | 90       | 2.0              | 16                           | 28        |
| <b>All other types</b>                  | 1,917                    | 2,374 | 199,404     | 277,722     | 18,394         | 9.2              | 7.7  | 6,009                         | 8,316    | 4.2              | 297                          | 17,906    |
| Bulk tank stations                      | 1,135                    | 936   | 44,825      | 44,647      | 9,135          | 20.4             | 17.3 | 2,614                         | 4,188    | 9.3              | 47                           | 5,167     |
| Chain store warehouses                  | 22                       | 25    | 90,158      | 58,185      | 3,932          | 4.4              | 5.1  | 1,163                         | 1,896    | 2.1              | 9                            | 7,340     |
| Assemblers and country buyers           | 519                      | 946   | 24,824      | 89,535      | 2,432          | 9.8              | 4.7  | 1,475                         | 1,136    | 4.6              | 114                          | 1,167     |
| Cooperative marketing associations      | 111                      | 341   | 30,185      | 55,148      | 1,673          | 5.5              | 5.1  | 556                           | 711      | 2.4              | 103                          | 5,149     |
| Elevators 1/                            | 91                       | 91    | 8,200       | 16,685      | 991            | 12.1             | 3.1  | 250                           | 323      | 3.9              | 21                           | 1,066     |
| Cream stations 2/                       | 39                       | --    | 1,212       | --          | 221            | 18.2             | --   | 71                            | 60       | 5.0              | 3                            | 1,167     |
| Other types                             | --                       | 35    | --          | 16,522      | --             | --               | 26.9 | --                            | --       | --               | --                           | --        |
| <b>ST. LOUIS</b>                        | 1,890                    | 1,940 | 721,735     | 1,430,982   | 86,539         | 12.0             | 11.2 | 26,737                        | 40,542   | 5.6              | 630                          | 76,090    |
| <b>Wholesalers proper</b>               | 1,180                    | 1,204 | 277,015     | 662,742     | 46,539         | 16.8             | 14.8 | 16,980                        | 25,452   | 8.5              | 448                          | 48,989    |
| Wholesale merchants                     | 1,150                    | 1,173 | 266,914     | 653,621     | 45,387         | 17.0             | 14.9 | 16,820                        | 22,901   | 8.6              | 443                          | 46,301    |
| Importers                               | 15                       | 4     | 2,074       | (X)         | 206            | 9.9              | (X)  | 80                            | 118      | 5.7              | 1                            | 210       |
| Exporters                               | --                       | 2     | --          | (X)         | --             | --               | (X)  | --                            | --       | --               | --                           | --        |
| Limited function wholesalers            | 55                       | 25    | 8,027       | 6,464       | 946            | 11.8             | 7.1  | 280                           | 433      | 5.4              | 4                            | 478       |
| <b>Manufacturers' sales branches</b>    | 398                      | 385   | 274,122     | 537,307     | 31,917         | 11.6             | 9.0  | 7,511                         | 13,290   | 4.8              | 165                          | 18,119    |
| With stocks                             | 250                      | --    | 251,363     | --          | 28,113         | 12.2             | --   | 6,579                         | 11,304   | 4.9              | 94                           | 18,096    |
| Without stocks                          | 138                      | --    | 42,769      | --          | 3,804          | 6.9              | --   | 932                           | 1,986    | 4.6              | 31                           | 23        |
| <b>Agents and brokers</b>               | 307                      | 320   | 100,252     | 174,660     | 5,084          | 5.1              | 3.8  | 836                           | 1,484    | 1.6              | 44                           | 1,431     |
| Brokers                                 | 60                       | 80    | 32,247      | 54,099      | 705            | 2.2              | 2.5  | 164                           | 400      | 1.2              | 6                            | 273       |
| Commission merchants                    | 72                       | 53    | 37,830      | 47,148      | 1,060          | 2.8              | 2.4  | 314                           | 546      | 1.4              | 12                           | (X)       |
| Import agents                           | 1                        | --    | (X)         | --          | (X)            | (X)              | --   | (X)                           | (X)      | (X)              | (X)                          | (X)       |
| Manufacturers' agents                   | 156                      | 108   | 13,925      | 26,981      | 742            | 5.3              | 6.7  | 219                           | 373      | 2.7              | 13                           | 266       |
| Selling agents                          | 34                       | 74    | 12,024      | 38,606      | 447            | 3.7              | 4.5  | 81                            | 210      | 1.7              | 1                            | 118       |
| Other agents                            | 2                        | 5     | (X)         | 10,846      | (X)            | (X)              | 6.7  | (X)                           | (X)      | (X)              | (X)                          | (X)       |
| <b>All other types</b>                  | 58                       | 31    | 70,346      | 56,253      | 4,999          | 7.1              | 11.3 | 1,410                         | 2,196    | 3.1              | 13                           | 7,551     |
| Bulk tank stations                      | 31                       | 20    | 8,143       | 9,140       | 1,317          | 29.6             | 18.2 | 463                           | 639      | 10.4             | 5                            | 6,221     |
| Chain store warehouses                  | 7                        | 6     | 53,906      | 36,106      | 2,948          | 5.0              | 4.8  | 941                           | 1,445    | 2.5              | 4                            | 6,385     |
| Assemblers and country buyers           | 10                       | --    | 2,610       | --          | 56             | 2.1              | --   | 40                            | 32       | 1.2              | 3                            | 155       |
| Cooperative marketing associations      | 5                        | --    | (X)         | --          | (X)            | (X)              | --   | (X)                           | (X)      | (X)              | (X)                          | (X)       |
| Elevators                               | 2                        | --    | (X)         | --          | (X)            | (X)              | --   | (X)                           | (X)      | (X)              | (X)                          | (X)       |
| Other types                             | --                       | 5     | --          | 11,007      | --             | --               | 26.6 | --                            | --       | --               | --                           | --        |

## WHOLESALE DISTRIBUTION: 1933

12-0-4  
Census of  
American  
Business

Table 1.—STATE OF MISSOURI SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF<br>ESTABLISH-<br>MENTS |              | NET SALES        |                    | TOTAL EXPENSES  |                     |             | Full-time<br>employees<br>(average) | PAY ROLL        |            |                             | Stocks<br>on<br>hand<br>(end<br>of<br>year) |               |
|---|----------------------------------|--------------|------------------|--------------------|-----------------|---------------------|-------------|-------------------------------------|-----------------|------------|-----------------------------|---|---------------|
|   | 1933                             | 1929         | 1933             | 1929               | Amount          | Percent<br>of sales |             |                                     | Amount          | Total      |                             |   | Part-<br>time |
|   |                                  |              |                  |                    |                 | 1933                | 1929        |                                     |                 | Amount     | Per-<br>cent<br>of<br>sales |   |               |
| <b>KANSAS CITY</b>                      | <b>1,271</b>                     | <b>1,664</b> | <b>\$513,310</b> | <b>\$1,400,722</b> | <b>\$45,940</b> | <b>8.9</b>          | <b>6.8</b>  | <b>13,023</b>                       | <b>\$20,932</b> | <b>4.1</b> | <b>\$539</b>                | <b>\$21,392</b>                             |               |
| <b>Wholesalers proper</b>               | <b>521</b>                       | <b>793</b>   | <b>136,353</b>   | <b>415,429</b>     | <b>21,427</b>   | <b>15.9</b>         | <b>11.6</b> | <b>7,052</b>                        | <b>10,353</b>   | <b>7.6</b> | <b>240</b>                  | <b>54,240</b>                               |               |
| Wholesale merchants                     | 556                              | 774          | 126,969          | 405,982            | 20,755          | 16.4                | 11.9        | 6,394                               | 9,997           | 7.9        | 234                         | 51,225                                      |               |
| Exporters                               | 1                                | 2            | (X)              | (X)                | (X)             | (X)                 | (X)         | (X)                                 | (X)             | (X)        | (X)                         | (X)   |               |
| Importers                               | 4                                | 3            | (X)              | (X)                | (X)             | (X)                 | (X)         | (X)                                 | (X)             | (X)        | (X)                         | (X)   |               |
| Limited function wholesalers            | 30                               | 14           | 5,859            | 2,272              | 452             | 7.7                 | 8.0         | 117                                 | 271             | 4.6        | 2                           | 98  |               |
| <b>Manufacturers' sales branches</b>    | <b>295</b>                       | <b>314</b>   | <b>79,368</b>    | <b>237,427</b>     | <b>15,527</b>   | <b>19.5</b>         | <b>13.4</b> | <b>5,960</b>                        | <b>6,859</b>    | <b>9.6</b> | <b>93</b>                   | <b>8,552</b>                                |               |
| With stocks                             | 199                              | -            | 63,934           | -                  | 13,630          | 21.4                | -           | 3,433                               | 5,913           | 9.3        | 86                          | 8,561                                       |               |
| Without stocks                          | 94                               | -            | 16,034           | -                  | 1,897           | 11.8                | -           | 522                                 | 941             | 5.9        | 12                          | 1   |               |
| <b>Agents and brokers</b>               | <b>332</b>                       | <b>501</b>   | <b>234,255</b>   | <b>670,486</b>     | <b>5,146</b>    | <b>2.2</b>          | <b>1.6</b>  | <b>1,235</b>                        | <b>2,273</b>    | <b>1.0</b> | <b>126</b>                  | <b>2,736</b>                                |               |
| Brokers                                 | 51                               | 62           | 47,479           | 138,116            | 751             | 1.6                 | 0.8         | 181                                 | 393             | 0.8        | 2                           | 102   |               |
| Commission merchants                    | 210                              | 255          | 173,740          | 475,271            | 3,472           | 2.0                 | 1.1         | 778                                 | 1,363           | 0.8        | 107                         | 2,404                                       |               |
| Export agents                           | 1                                | 2            | (X)              | (X)                | (X)             | (X)                 | (X)         | (X)                                 | (X)             | (X)        | (X)                         | (X)   |               |
| Import agents                           | 1                                | -            | (X)              | (X)                | (X)             | (X)                 | (X)         | (X)                                 | (X)             | (X)        | (X)                         | (X)   |               |
| Manufacturers' agents                   | 56                               | 144          | 6,964            | 30,852             | 573             | 8.2                 | 8.3         | 196                                 | 319             | 4.6        | 15                          | 224   |               |
| Selling agents                          | 10                               | 37           | 5,648            | 28,083             | 290             | 5.1                 | 7.2         | 27                                  | 149             | 2.6        | 2                           | -   |               |
| Other agents                            | 3                                | 1            | 80               | (X)                | 19              | 23.8                | (X)         | 6                                   | 5               | 6.3        | -                           | 1   |               |
| <b>All other types</b>                  | <b>55</b>                        | <b>56</b>    | <b>62,734</b>    | <b>77,310</b>      | <b>3,710</b>    | <b>5.9</b>          | <b>5.1</b>  | <b>765</b>                          | <b>1,437</b>    | <b>2.3</b> | <b>74</b>                   | <b>5,654</b>                                |               |
| Bulk tank stations                      | 27                               | 17           | 9,761            | 7,295              | 1,183           | 12.1                | 11.0        | 340                                 | 497             | 5.1        | 6                           | 231   |               |
| Chain store warehouses                  | 8                                | 13           | 29,802           | 18,450             | 869             | 2.9                 | 5.5         | 132                                 | 405             | 1.4        | 5                           | 51.6  |               |
| Assemblers and country buyers           | 11                               | -            | 1,217            | -                  | 42              | 3.5                 | -           | 14                                  | 17              | 1.4        | 5                           | 55  |               |
| Cooperative marketing<br>associations   | 6                                | -            | 13,984           | -                  | 1,065           | 5.6                 | -           | 127                                 | 379             | 2.0        | 60                          | 4,729                                       |               |
| Elevators                               | 2                                | -            | (X)              | -                  | (X)             | (X)                 | -           | (X)                                 | (X)             | (X)        | (X)                         | (X)   |               |
| Other types                             | 1                                | 28           | (X)              | 51,565             | (X)             | (X)                 | 4.1         | (X)                                 | (X)             | (X)        | (X)                         | (X)   |               |

<sup>1</sup>/ Includes 27 cooperative marketing associations with sales amounting to \$1,493,000.

<sup>2</sup>/ Cream stations were not included for the most part in 1929.

WHOLESALE DISTRIBUTION, 1933  
NUMBER OF WHOLESALE DEALERS, BY TYPE AND KIND OF BUSINESS  
FOR STATES AND TERRITORIES

TABLE 28. - STATE OF MISSOURI

| Kind of Business                    | THE STATE |           |         |          |                     |           |           | MARIETTA CITY |           |         |          |                     |           |           |
|-------------------------------------|-----------|-----------|---------|----------|---------------------|-----------|-----------|---------------|-----------|---------|----------|---------------------|-----------|-----------|
|                                     | Total     | Wholesale | Limited | Function | Mfr. ests. branches | Wholesale | Wholesale | Total         | Wholesale | Limited | Function | Mfr. ests. branches | Wholesale | Wholesale |
|                                     |           |           |         |          |                     |           |           |               |           |         |          |                     |           |           |
| Amusement and sporting goods        | 6,107     | 2,625     | 1,36    | 532      | 246                 | 125       | 358       | 202           | 1,690     | 1,000   | 55       | 260                 | 139       | 60        |
| Camera and motion picture equipment |           |           |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        |           |           |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 2         |           |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 21        |           |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 13        |           |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 16        |           |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 213       | 183       |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 171       | 143       |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 27        | 9         |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 104       | 50        |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 2         |           |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 5         |           |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 51        | 1         |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 41        | 25        |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 34        | 16        |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 145       | 100       |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 13        | 13        |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 12        | 9         |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 25        | 24        |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 12        | 7         |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 2         |           |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 25        | 19        |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 43        | 19        |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 34        | 41        |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 70        | 64        |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 17        | 15        |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 27        | 5         |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 15        | 11        |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 10        | 5         |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 103       | 45        |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 25        | 16        |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 25        | 9         |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 45        | 11        |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 7         | 5         |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 123       | 61        |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 98        | 43        |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 19        | 4         |         |          |                     |           |           |               |           |         |          |                     |           |           |
| and supplies                        | 3         | 4         |         |          |                     |           |           |               |           |         |          |                     |           |           |

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TABLE 24. - STATE OF MISSOURI  
NUMER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)  
FOR STATES AND SELECTED CITIES

Table with columns for Kind of Business, Total Wholesale, and various types of establishments (Brokers, Commission Merchants, etc.). Rows include categories like Farm products-raw materials, General merchandise, Groceries and foods, Hardware, Jewelry, and Optical Goods.



General of  
American  
Business

TABLE 24. - STATE OF MISSOURI  
NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

WHOLESALE DISTRIBUTION: 1943  
FOR STATES AND SELECTED CITIES

| Kind of Business                              | Total | MISSOURI |           |                     |                              | ST. LOUIS |           |                     |                              | KANSAS CITY |           |                     |                              | All other<br>States |
|---|-------|----------|-----------|---------------------|------------------------------|-----------|-----------|---------------------|------------------------------|-------------|-----------|---------------------|------------------------------|---------------------|
|   |       | Total    | Wholesale | Limited<br>function | Mfg. ests.<br>with<br>stocks | Total     | Wholesale | Limited<br>function | Mfg. ests.<br>with<br>stocks | Total       | Wholesale | Limited<br>function | Mfg. ests.<br>with<br>stocks |                     |
| Metals (except scrap)                         | 60    | 27       | 1         | 15                  | 32                           | 1         | 1         | 32                  | 1                            | 1           | 1         | 1                   | 1                            | 1                   |
| Copper  | 1     | -        | -         | 1                   | 1                            | -         | -         | 1                   | 1                            | -           | -         | -                   | -                            | -                   |
| Iron and steel                                | 61    | 22       | 1         | 6                   | 29                           | -         | -         | 1                   | 1                            | 1           | 1         | 1                   | 1                            | 1                   |
| Other metal products                          | 4     | 1        | 1         | 1                   | 1                            | -         | -         | 1                   | 1                            | -           | -         | 1                   | 1                            | 1                   |
| Other metal and metal wares                   | 14    | 1        | 1         | 1                   | 1                            | 1         | 1         | 1                   | 1                            | 1           | 1         | 1                   | 1                            | 1                   |
| Paper and its products (general lines)        | 112   | 77       | 3         | 11                  | 14                           | 1         | 1         | 6                   | 6                            | 68          | 46        | 3                   | 6                            | 1                   |
| Paper and its products (newsprint)            | 27    | 1        | 1         | 1                   | 1                            | 1         | 1         | 1                   | 1                            | 24          | 13        | 1                   | 1                            | 1                   |
| Paper and its products (specialty lines)      | 40    | 15       | 1         | 6                   | 11                           | 1         | 1         | 3                   | 3                            | 27          | 13        | 1                   | 3                            | 1                   |
| Stationery and stationery supplies            | 23    | 15       | 2         | 4                   | 1                            | 1         | 1         | 1                   | 1                            | 16          | 10        | 2                   | 3                            | 1                   |
| Mail paper                                    | 22    | 22       | 22        | 22                  | 22                           | 22        | 22        | 22                  | 22                           | 22          | 22        | 22                  | 22                           | 22                  |
| Petroleum and its products                    | 1,282 | 117      | 10        | 12                  | 1                            | 3         | 1         | 14                  | 137                          | 59          | 24        | 2                   | 1                            | 1                   |
| Lubricating oils and greases                  | 77    | 45       | 1         | 9                   | 6                            | 1         | 1         | 4                   | 25                           | 43          | 25        | 1                   | 1                            | 1                   |
| Plumbing and heating equip't. & supplies      | 12    | 1        | 1         | 1                   | 1                            | 1         | 1         | 1                   | 1                            | 1           | 1         | 1                   | 1                            | 1                   |
| Pipes, valves and fittings (general lines)    | 1     | 1        | 1         | 1                   | 1                            | 1         | 1         | 1                   | 1                            | 1           | 1         | 1                   | 1                            | 1                   |
| Plumbing and heating equip't. (general lines) | 30    | 24       | 1         | 5                   | 1                            | 1         | 1         | 1                   | 1                            | 14          | 10        | 3                   | 1                            | 1                   |
| Cables and rungs                              | 4     | 4        | 4         | 4                   | 4                            | 4         | 4         | 4                   | 4                            | 4           | 4         | 4                   | 4                            | 4                   |
| All other                                     | 30    | 13       | 1         | 10                  | 2                            | 1         | 1         | 5                   | 13                           | 16          | 4         | 2                   | 1                            | 1                   |
| Tobacco and its products (except leaf)        | 56    | 49       | 6         | 5                   | 4                            | 1         | 1         | 2                   | 35                           | 28          | 1         | 4                   | 1                            | 1                   |
| Tobacco                                       | 93    | 98       | 1         | 1                   | 1                            | 1         | 1         | 1                   | 1                            | 46          | 45        | 1                   | 1                            | 1                   |
| Tobacco products                              | 25    | 24       | 1         | 1                   | 1                            | 1         | 1         | 1                   | 1                            | 14          | 13        | 1                   | 1                            | 1                   |
| Jams and sorps (general lines)                | 49    | 48       | 1         | 1                   | 1                            | 1         | 1         | 1                   | 1                            | 18          | 18        | 1                   | 1                            | 1                   |
| Sausages and hams                             | 25    | 25       | 25        | 25                  | 25                           | 25        | 25        | 25                  | 25                           | 25          | 25        | 25                  | 25                           | 25                  |
| All other products                            | 274   | 154      | 13        | 23                  | 35                           | 9         | 5         | 14                  | 11                           | 102         | 54        | 3                   | 13                           | 10                  |
| Bags and bagging                              | 69    | 46       | 3         | 2                   | 1                            | 1         | 1         | 6                   | 5                            | 4           | 4         | 1                   | 1                            | 1                   |
| Books and periodicals                         | 4     | 3        | 1         | 1                   | 1                            | 1         | 1         | 1                   | 1                            | 2           | 2         | 1                   | 1                            | 1                   |
| Cordage and twine                             | 4     | 1        | 1         | 1                   | 1                            | 1         | 1         | 1                   | 1                            | 2           | 2         | 1                   | 1                            | 1                   |
| Flowers and nursery stock                     | 21    | 14       | 1         | 3                   | 3                            | 3         | 3         | 15                  | 10                           | 6           | 1         | 3                   | 2                            | 1                   |
| Leather                                       | 22    | 12       | 2         | 3                   | 3                            | 3         | 3         | 17                  | 6                            | 5           | 4         | 2                   | 2                            | 1                   |
| Leather goods                                 | 22    | 15       | 1         | 2                   | 1                            | 2         | 1         | 13                  | 7                            | 1           | 1         | 1                   | 1                            | 1                   |
| Lumber  | 18    | 12       | 2         | 2                   | 2                            | 2         | 2         | 6                   | 3                            | 2           | 1         | 1                   | 1                            | 1                   |
| Oils and greases (animal and vegetable)       | 14    | 4        | 2         | 2                   | 2                            | 2         | 2         | 5                   | 2                            | 1           | 1         | 1                   | 1                            | 1                   |
| Rubber goods (general lines)                  | 14    | 6        | 1         | 1                   | 1                            | 1         | 1         | 3                   | 2                            | 1           | 1         | 1                   | 1                            | 1                   |
| Tires and splicing liquors                    | 14    | 6        | 1         | 1                   | 1                            | 1         | 1         | 3                   | 2                            | 1           | 1         | 1                   | 1                            | 1                   |
| Miscellaneous kinds of business               | 54    | 54       | 54        | 54                  | 54                           | 54        | 54        | 54                  | 54                           | 54          | 54        | 54                  | 54                           | 54                  |

TABLE 2A. - STATE OF MISSOURI  
 NUMBER OF ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)  
 FOR STATES AND SELECTED CITIES

| Type of Establishment<br>Kind of Business           | ST. LOUIS |      | Type of Establishment<br>Kind of Business | KANSAS CITY |      | Type of Establishment<br>Kind of Business | ST. LOUIS |   |
|---|-----------|------|---|-------------|------|---|-----------|---|
|   | 1937      | 1938 |   | 1937        | 1938 |   |           |   |
| ✓ - The "all other types" consist of the following: |           |      |   |             |      |   |           |   |
| Expeters (grain)                                    | 1         |      | 1 Selling agents (continued)              | 2           |      | Assemblers and country buyers (continued) | 3         |   |
| Explosives  | 20        | 16   | 1 Sausage making materials                | 1           |      | Hairy products (general line)             | 6         |   |
| Explosives and military supplies                    | 1         | 1    | 1 Supplies                                | 1           | 1    | Butter                                    | 1         |   |
| Patent medicines                                    | 1         | 1    | 1 Railroad equipment and supplies         | 2           | 1    | Milk and cream                            | 12        |   |
| Potions   | 1         | 1    | 1 Patent medicines and supplies           | 1           | 1    | Hairy and country products                | 248       |   |
| Poisons   | 2         | 1    | 1 Petroleum and its products              | 1           | 1    | Fruits and vegetables (fresh)             | 50        | 1 |
| Preparation of fertilizers                          | 2         | 1    | 1 Petroleum and its products              | 1           | 1    | Other farm, product-consumer goods        | 2         |   |
| Fruit and vegetables (fresh)                        | 2         | 1    | 1 Leather goods                           | 1           | 1    | Seeds                                     | 3         | 1 |
| Seeds   | 10        | 6    | 1 Other agents                            | 2           | 2    | other food and grocery specialties        | 1         |   |
| Other farm, products and grocery specialties        | 1         | 1    | 1 Horses and mules                        | 8           | 6    | Forest products (except lumber)           | 5         | 1 |
| Jewelry (general line)                              | 1         | 1    | 1 Furniture, appliances (fresh)           | 1           | 1    | Cooperative marketing associations        | 11        | 6 |
| Jewelry (general line)                              | 1         | 1    | 1 Miscellaneous kinds of business         | 3           | 2    | Coal                                      | 1         |   |
| Expert agent (petroleum and its products)           | 1         | 1    | 1 Miscellaneous kinds of business         | 3           | 1    | Drain products (general line)             | 9         | 4 |
| Expert agent (petroleum and its products)           | 1         | 1    | 1 Hobbies and amusements                  | 1           | 7    | Feed                                      | 15        |   |
| General merchandise                                 | 1         | 1    | 1 Obtains store apparatus (retail)        | 1           | 1    | Other farm supplies                       | 4         |   |
| Beer agents   | 46        | 34   | 1 Brigs (general line)                    | 1           | 1    | Other food and grocery specialties        | 18        |   |
| Automotive  | 2         | 1    | 1 Brigs (general line)                    | 1           | 1    | Wool and mohair                           | 2         | 1 |
| Clothing, women's and children's                    | 1         | 1    | 1 Dry goods (general line)                | 1           | 1    | All other dairy products                  | 7         |   |
| Shoes and other footwear                            | 2         | 4    | 1 Paints and varnishes                    | 1           | 1    | Poultry and poultry specialties           | 25        | 3 |
| Other drugs and drug sundries                       | 2         | 1    | 1 Paints and varnishes                    | 1           | 1    | Other farm product-consumer goods         | 2         | 1 |
| Notions   | 1         | 1    | 1 Fruits and vegetables (fresh)           | 1           | 4    | Other farm product-consumer goods         | 91        | 2 |
| Electric goods                                      | 7         | 6    | 1 Other farm product-consumer goods       | 11          | 3    | Other farm product-consumer goods         | 2         | 2 |
| Floor coverings                                     | 3         | 3    | 1 Groceries (general line)                | 5           | 1    | Stevare                                   | 4         |   |
| Hardware (general line)                             | 1         | 1    | 1 Other food and grocery specialties      | 8           | 10   | Milk supplies                             | 39        | 1 |
| Hardware (general line)                             | 1         | 1    | 1 Tobacco and its products (except leaf)  | 1           | 1    | Cream stations                            | 1         | 1 |
| Hardware (general line)                             | 1         | 1    | 1 Tobacco and its products (except leaf)  | 1           | 1    | Butter                                    | 1         | 1 |
| Lumber and millwork                                 | 1         | 1    | 1 Cotton                                  | 15          | 3    | Cheese                                    | 1         | 1 |
| Brick and tiles                                     | 1         | 1    | 1 Hides, skins and furs (raw)             | 16          | 2    | Wool and mohair                           | 35        |   |
| Glass   | 1         | 1    | 1 Hides, skins and furs (raw)             | 16          | 3    | Hairy and poultry products                | 8         |   |
|   |           |      | 1 Hides, skins and furs (raw)             | 1           | 1    |   |           |   |
|   |           |      | 1 Livestock                               | 15          | 3    |   |           |   |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales   | TOTAL EXPENSES |                             |                                     | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-------------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |             | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total    | Part-<br>time |                                    |
| <b>THE STATE</b>  | 6,107                                 | \$1,444,556 | \$157,999      | 10.9                        | 49,522                              | \$75,695 | \$1,726       | \$144,559                          |
| Wholesalers proper  | 2,692                                 | 496,453     | 80,986         | 16.3                        | 29,056                              | 59,980   | 1,002         | 94,674                             |
| Manufacturers' sales branches                               | 758                                   | 568,053     | 49,579         | 13.5                        | 12,096                              | 21,116   | 232           | 27,608                             |
| Agents and brokers  | 740                                   | 380,466     | 9,050          | 2.4                         | 2,861                               | 4,281    | 195           | 4,201                              |
| All other types   | 1,917                                 | 199,404     | 18,284         | 9.2                         | 6,009                               | 8,316    | 297           | 17,906                             |
| <b>WHOLESALE PROPER</b>                                     |                                       |             |                |                             |                                     |          |               |                                    |
| <b>WHOLESALE MERCHANTS</b>                                  | 2,525                                 | 478,952     | 78,784         | 16.6                        | 28,399                              | 58,908   | 980           | 91,282                             |
| Amusement and sporting goods                                | 35                                    | 1,755       | 663            | 37.8                        | 169                                 | 249      | 10            | 237                                |
| Moving picture films  | 4                                     | 180         | 170            |                             | 50                                  | 55       | -             | 1                                  |
| Sporting goods (general line)                               | 8                                     | 738         | 215            |                             | 58                                  | 82       | 1             | 92                                 |
| Toys, novelties, and fireworks                              | 10                                    | 870         | 135            |                             | 40                                  | 53       | 1             | 153                                |
| All other   | 13                                    | 468         | 143            |                             | 41                                  | 76       | 8             | 71                                 |
| Automotive products   | 159                                   | 17,633      | 3,843          | 21.8                        | 1,526                               | 2,168    | 59            | 3,116                              |
| Automobiles and other motor vehicles                        | 6                                     | 6,057       | 496            |                             | 165                                 | 241      | 21            | 146                                |
| Automotive exp't., accessories and parts                    | 143                                   | 10,890      | 3,230          |                             | 1,521                               | 1,884    | 17            | 2,677                              |
| Tires and tubes   | 9                                     | 686         | 117            |                             | 40                                  | 53       | 1             | 95                                 |
| Chemicals   | 50                                    | 4,055       | 1,130          | 27.9                        | 356                                 | 595      | 19            | 828                                |
| Industrial chemicals  | 8                                     | 1,712       | 375            |                             | 126                                 | 271      | 9             | 277                                |
| Paints and varnishes  | 20                                    | 1,908       | 596            |                             | 184                                 | 256      | 8             | 471                                |
| All other   | 17                                    | 441         | 159            |                             | 56                                  | 66       | 2             | 80                                 |
| Clothing and furnishings                                    | 100                                   | 28,546      | 4,976          | 17.4                        | 1,746                               | 2,301    | 56            | 2,131                              |
| Clothing and furnishings (general line)                     | 18                                    | 1,261       | 150            |                             | 46                                  | 62       | 1             | 419                                |
| Clothing, men's and boys'                                   | 9                                     | 1,761       | 465            |                             | 185                                 | 239      | 3             | 468                                |
| Clothing, women's and children's                            | 24                                    | 4,420       | 526            |                             | 198                                 | 241      | 5             | 551                                |
| Furnishings (general line)                                  | 4                                     | 545         | 95             |                             | 33                                  | 47       | 1             | 93                                 |
| Furnishings, men's and boys'                                | 7                                     | 1,996       | 481            |                             | 255                                 | 376      | -             | 319                                |
| Millinery and millinery supplies                            | 19                                    | 1,506       | 470            |                             | 225                                 | 241      | 26            | 56                                 |
| Shoes and other footwear                                    | 19                                    | 16,643      | 2,759          |                             | 768                                 | 1,075    | 1             | 369                                |
| All other   | 5                                     | 893         | 48             |                             | 19                                  | 20       | -             | 56                                 |
| Coal  | 41                                    | 2,716       | 541            | 19.9                        | 228                                 | 285      | 10            | 71                                 |
| Drugs and drug sundries                                     | 44                                    | 22,874      | 3,854          | 16.8                        | 1,396                               | 1,835    | 42            | 3,725                              |
| Drugs (general line)  | 15                                    | 19,222      | 2,479          |                             | 1,029                               | 1,305    | 7             | 3,214                              |
| Drugs (specialty lines)                                     | 8                                     | 1,132       | 665            |                             | 180                                 | 229      | 1             | 291                                |
| Patent medicines  | 5                                     | 151         | 42             |                             | 13                                  | 11       | -             | 9                                  |
| Toilet articles and preparations                            | 11                                    | 2,096       | 570            |                             | 149                                 | 249      | 33            | 190                                |
| All other   | 5                                     | 275         | 78             |                             | 25                                  | 36       | 1             | 22                                 |
| Dry goods   | 46                                    | 48,247      | 7,036          | 14.6                        | 2,479                               | 3,680    | 11            | 11,821                             |
| Dry goods (general line)                                    | 18                                    | 44,850      | 6,610          |                             | 2,303                               | 3,441    | 6             | 11,380                             |
| Knit goods  | 3                                     | 257         | 81             |                             | 30                                  | 43       | 2             | 58                                 |
| Motions   | 9                                     | 288         | 52             |                             | 57                                  | 53       | 1             | 57                                 |
| Piece goods   | 11                                    | 2,007       | 177            |                             | 66                                  | 65       | -             | 291                                |
| All other   | 5                                     | 965         | 118            |                             | 58                                  | 75       | -             | 115                                |
| Electrical goods  | 61                                    | 11,054      | 2,629          | 23.8                        | 854                                 | 1,222    | 20            | 1,877                              |
| Electrical appliances, exp't. and supplies                  | 45                                    | 6,192       | 1,584          |                             | 588                                 | 784      | 17            | 1,059                              |
| Radios and radio equipment                                  | 14                                    | 2,867       | 611            |                             | 203                                 | 277      | 2             | 525                                |
| Refrigerators   | 4                                     | 1,995       | 434            |                             | 114                                 | 191      | 1             | 255                                |



## WHOLESALE DISTRIBUTION: 1933

Census of American Business  
 Table 2B.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALE MERCHANTS (continued)</b>                      |                                       |           |                |                             |                                     |          |               |                                    |
| <b>Farm products—raw materials</b>                          | 69                                    | \$44,225  | \$5,916        | 8.9                         | 693                                 | \$1,277  | \$79          | \$26,373                           |
| Grain   | 25                                    | 26,561    | 1,761          | 231                         | 577                                 | 50       | 19,779        |                                    |
| Hides, skins, and furs (raw)                                | 29                                    | 7,466     | 786            | 226                         | 354                                 | 25       | 1,466         |                                    |
| Livestock   | 4                                     | 529       | 58             | 10                          | 17                                  | 5        | 1             |                                    |
| Wool and mohair   | 5                                     | 5,368     | 387            | 121                         | 226                                 | 12       | 3,157         |                                    |
| All other   | 8                                     | 4,481     | 925            | 55                          | 104                                 | 7        | 968           |                                    |
| <b>Farm products—consumer goods</b>                         | 395                                   | 55,222    | 7,651          | 14.5                        | 2,536                               | 3,664    | 144           | 1,354                              |
| Dairy products (general line)                               | 34                                    | 6,201     | 2,566          | 854                         | 1,345                               | 7        | 175           |                                    |
| Butter  | 5                                     | 1,370     | 160            | 64                          | 52                                  | 2        | 12            |                                    |
| Milk and cream  | 15                                    | 267       | 97             | 47                          | 30                                  | 1        | 2             |                                    |
| All other dairy products                                    | 7                                     | 108       | 28             | 9                           | 7                                   | -        | 2             |                                    |
| Poultry and poultry products                                | 83                                    | 7,427     | 956            | 292                         | 363                                 | 33       | 269           |                                    |
| Dairy and poultry products                                  | 59                                    | 5,222     | 614            | 224                         | 316                                 | 18       | 114           |                                    |
| Fruits and vegetables (fresh)                               | 185                                   | 32,417    | 3,138          | 1,032                       | 1,640                               | 81       | 751           |                                    |
| All other   | 5                                     | 200       | 17             | 14                          | 11                                  | 2        | 9             |                                    |
| <b>Farm supplies</b>  | 95                                    | 10,335    | 1,217          | 11.8                        | 604                                 | 589      | 23            | 1,994                              |
| Feed  | 79                                    | 6,349     | 569            | 283                         | 288                                 | 14       | 629           |                                    |
| Seeds   | 16                                    | 3,986     | 658            | 321                         | 801                                 | 9        | 1,365         |                                    |
| <b>Furniture and house furnishings</b>                      | 45                                    | 7,599     | 2,098          | 27.6                        | 879                                 | 1,117    | 23            | 2,131                              |
| China, glassware and crockery                               | 6                                     | 560       | 128            | 55                          | 80                                  | 1        | 264           |                                    |
| Floor coverings   | 4                                     | 2,691     | 323            | 137                         | 178                                 | -        | 578           |                                    |
| Furniture   | 9                                     | 777       | 216            | 88                          | 102                                 | 4        | 262           |                                    |
| House furnishings (except as specified)                     | 22                                    | 1,946     | 606            | 248                         | 311                                 | 16       | 377           |                                    |
| Musical instruments and sheet music                         | 4                                     | 1,855     | 825            | 351                         | 445                                 | 2        | 650           |                                    |
| <b>General merchandise</b>                                  | 3                                     | 9,929     | 1,836          | 18.5                        | 566                                 | 700      | 52            | 1,494                              |
| <b>Groceries and foods (except farm products)</b>           | 457                                   | 90,754    | 12,195         | 13.4                        | 4,908                               | 6,542    | 136           | 12,267                             |
| Groceries (general line)                                    | 111                                   | 52,580    | 4,802          | 2,040                       | 2,854                               | 19       | 7,761         |                                    |
| Confectionery and soft drinks                               | 55                                    | 3,296     | 694            | 245                         | 336                                 | 23       | 195           |                                    |
| Fish and sea foods  | 14                                    | 1,654     | 506            | 154                         | 179                                 | 7        | 156           |                                    |
| Meats and meat products                                     | 47                                    | 3,697     | 777            | 330                         | 465                                 | 24       | 176           |                                    |
| Other food and grocery specialties                          | 220                                   | 29,497    | 5,416          | 2,139                       | 2,709                               | 63       | 3,969         |                                    |
| <b>Hardware</b>   | 29                                    | 25,087    | 5,624          | 22.6                        | 2,167                               | 3,168    | 22            | 7,099                              |
| Hardware (general line)                                     | 19                                    | 24,586    | 5,465          | 2,098                       | 3,103                               | 20       | 6,851         |                                    |
| Hardware (specialty lines)                                  | 10                                    | 501       | 149            | 59                          | 65                                  | 2        | 248           |                                    |
| <b>Jewelry and optical goods</b>                            | 35                                    | 2,394     | 825            | 34.5                        | 351                                 | 398      | 5             | 947                                |
| Jewelry (general line)                                      | 14                                    | 956       | 272            | 87                          | 104                                 | 2        | 480           |                                    |
| Diamonds and other precious stones                          | 4                                     | 370       | 101            | 35                          | 38                                  | -        | 223           |                                    |
| Other jewelry specialties                                   | 6                                     | 305       | 65             | 34                          | 42                                  | -        | 107           |                                    |
| Optical goods   | 11                                    | 763       | 387            | 177                         | 214                                 | 1        | 137           |                                    |
| <b>Lumber and bldg. mtr'ls. (other than metal)</b>          | 98                                    | 13,646    | 2,399          | 22.0                        | 1,175                               | 1,592    | 83            | 2,700                              |
| Lumber and millwork   | 44                                    | 9,046     | 1,683          | 562                         | 858                                 | 28       | 2,056         |                                    |
| Brick and tile  | 6                                     | 223       | 71             | 11                          | 28                                  | 7        | 25            |                                    |
| Glass   | 4                                     | 500       | 206            | 77                          | 118                                 | 18       | 158           |                                    |
| All other   | 44                                    | 3,877     | 1,039          | 525                         | 608                                 | 30       | 461           |                                    |
| <b>Machinery, eqpt. &amp; supplies (except electrical)</b>  | 189                                   | 14,274    | 3,950          | 27.7                        | 1,255                               | 1,699    | 42            | 3,529                              |
| Commercial machinery, eqpt. and supplies                    | 27                                    | 826       | 290            | 129                         | 154                                 | 2        | 241           |                                    |
| Store equipment and supplies                                | 7                                     | 119       | 36             | 21                          | 20                                  | -        | 27            |                                    |
| All other   | 20                                    | 707       | 254            | 108                         | 154                                 | 2        | 214           |                                    |

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## WHOLESALE DISTRIBUTION: 1933

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For States and Cities of 5,000 Population and Over

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>establish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALE MERCHANTS (continued)</b>                      |                                  |           |                |                             |                                     |          |               |                                    |
| Machinery, eqp't. & supplies (continued)                    |                                  |           |                |                             |                                     |          |               |                                    |
| Construction machinery, eqp't. & supplies                   | 11                               | \$2,190   | \$397          |                             | 109                                 | \$152    | \$7           | \$315                              |
| Road machinery and equipment                                | 5                                | 475       | 144            |                             | 36                                  | 63       | 2             | 162                                |
| All other   | 6                                | 1,717     | 253            |                             | 73                                  | 89       | 5             | 153                                |
| Farm and dairy machinery and equipment                      | 10                               | 1,103     | 405            |                             | 73                                  | 93       | 2             | 127                                |
| Industrial machinery, eqp't. and supplies                   | 80                               | 6,143     | 1,591          |                             | 535                                 | 726      | 28            | 1,843                              |
| Bottles and bottling equipment                              | 11                               | 938       | 132            |                             | 46                                  | 53       | 3             | 124                                |
| Mechanical rubber goods                                     | 4                                | 438       | 89             |                             | 38                                  | 54       | 1             | 125                                |
| Mill and mine supplies (general line)                       | 21                               | 2,147     | 678            |                             | 225                                 | 281      | 17            | 947                                |
| All other   | 44                               | 2,620     | 692            |                             | 227                                 | 358      | 7             | 647                                |
| Professional equipment and supplies                         | 17                               | 1,204     | 327            |                             | 139                                 | 176      | 1             | 459                                |
| Dental equipment and supplies                               | 5                                | 453       | 140            |                             | 69                                  | 69       | -             | 161                                |
| Surgical, medical and hospital                              | 3                                | 44        | 6              |                             | 3                                   | 2        | -             | 5                                  |
| All other   | 9                                | 707       | 181            |                             | 77                                  | 106      | 1             | 293                                |
| Service equipment and supplies                              | 38                               | 2,427     | 861            |                             | 248                                 | 356      | 2             | 517                                |
| Barber and beauty parlor                                    | 17                               | 1,092     | 450            |                             | 150                                 | 223      | 1             | 290                                |
| Laundry   | 3                                | 352       | 71             |                             | 18                                  | 30       | -             | 84                                 |
| All other   | 18                               | 983       | 340            |                             | 80                                  | 113      | 1             | 143                                |
| Transportation equipment and supplies                       | 6                                | 381       | 59             |                             | 22                                  | 35       | -             | 27                                 |
| Metals (except scrap)                                       | 27                               | 3,231     | 949            | 29.4                        | 360                                 | 494      | 32            | 1,059                              |
| Iron and steel  | 22                               | 2,914     | 846            |                             | 334                                 | 446      | 26            | 1,002                              |
| Other metal and metal works                                 | 5                                | 317       | 103            |                             | 26                                  | 49       | 6             | 67                                 |
| Paper and its products                                      | 77                               | 15,557    | 8,073          | 22.7                        | 1,381                               | 1,759    | 27            | 2,767                              |
| Paper and its products (general line)                       | 21                               | 8,669     | 1,823          |                             | 326                                 | 1,111    | 19            | 1,535                              |
| Paper and its products (specialty lines)                    | 19                               | 1,688     | 409            |                             | 174                                 | 247      | 1             | 399                                |
| Stationery and stationery supplies                          | 15                               | 2,226     | 505            |                             | 274                                 | 262      | 1             | 463                                |
| Wall paper  | 22                               | 974       | 336            |                             | 107                                 | 139      | 6             | 290                                |
| Petroleum and its products                                  | 117                              | 8,113     | 1,819          | 22.4                        | 525                                 | 774      | 20            | 574                                |
| Plumbing and heating eqp't. and supplies                    | 45                               | 3,290     | 1,037          | 31.5                        | 366                                 | 519      | 21            | 1,245                              |
| Heating equipment (general line)                            | 3                                | 93        | 27             |                             | 10                                  | 16       | -             | 35                                 |
| Plumbing and heating eqp't. (general line)                  | 24                               | 2,416     | 702            |                             | 254                                 | 336      | 11            | 930                                |
| Stoves and ranges   | 4                                | 412       | 130            |                             | 41                                  | 74       | 9             | 153                                |
| All other   | 14                               | 369       | 178            |                             | 61                                  | 92       | 1             | 118                                |
| Tobacco and its products (except leaf)                      | 49                               | 17,461    | 1,275          | 7.3                         | 370                                 | 582      | 1             | 716                                |
| Waste materials   | 98                               | 5,207     | 1,026          | 19.7                        | 608                                 | 444      | 46            | 697                                |
| Iron and steel scrap  | 24                               | 1,906     | 322            |                             | 117                                 | 129      | 18            | 270                                |
| Junk and scrap (general line)                               | 48                               | 608       | 178            |                             | 97                                  | 98       | 25            | 211                                |
| Waste paper, rags and rubber                                | 26                               | 2,693     | 526            |                             | 394                                 | 217      | 5             | 216                                |
| All other products  | 164                              | 14,637    | 2,662          | 18.1                        | 923                                 | 1,236    | 38            | 1,468                              |
| Bags and bagging  | 5                                | 266       | 38             |                             | 43                                  | 28       | 1             | 60                                 |
| Beer  | 40                               | 5,448     | 615            |                             | 143                                 | 219      | 9             | 71                                 |
| Books and periodicals                                       | 3                                | 354       | 123            |                             | 46                                  | 59       | 2             | 154                                |
| Flowers and nursery stock                                   | 14                               | 574       | 293            |                             | 81                                  | 98       | 8             | 75                                 |
| Forest products (except lumber)                             | 12                               | 914       | 197            |                             | 74                                  | 94       | 3             | 235                                |
| Leather   | 12                               | 2,895     | 220            |                             | 68                                  | 116      | -             | 204                                |
| Leather goods   | 15                               | 971       | 192            |                             | 81                                  | 123      | 1             | 270                                |
| Newspapers and magazines                                    | 12                               | 1,412     | 343            |                             | 215                                 | 247      | 1             | 116                                |
| Oils and greases (animal and vegetable)                     | 4                                | 602       | 189            |                             | 33                                  | 45       | -             | 58                                 |
| Wines and spirituous liquors                                | 8                                | 443       | 55             |                             | 19                                  | 21       | -             | 74                                 |
| Miscellaneous kinds of business                             | 36                               | 1,358     | 367            |                             | 126                                 | 187      | 13            | 100                                |

## WHOLESALE DISTRIBUTION: 1933

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>EXPORTERS AND IMPORTERS</b>                              | 21                                    | \$6,022   | \$520          | 8.6                         | 152                                 | \$241    | \$2           | \$2,585                            |
| Groceries and foods (except farm products)                  | 10                                    | 1,224     | 203            | 16.6                        | 74                                  | 102      | 4             | 202                                |
| All other kinds of business                                 | 11                                    | 4,022     | 317            | 7.9                         | 84                                  | 132      | 1             | 2,383                              |
| <b>LIMITED FUNCTION WHOLESALEERS</b>                        | 156                                   | 16,561    | 1,682          | 10.2                        | 439                                 | 827      | 17            | 825                                |
| Automotive products   | 3                                     | 102       | 25             | 25.1                        | 9                                   | 15       | -             | 16                                 |
| Coal  | 15                                    | 3,498     | 204            | 5.7                         | 68                                  | 154      | -             | -                                  |
| Drugs and drug sundries                                     | 4                                     | 52        | 27             | 54.0                        | 10                                  | 10       | -             | 10                                 |
| Dry goods   | 3                                     | 517       | 13             | 2.4                         | 6                                   | 12       | 1             | 4                                  |
| Farm products—consumer goods                                | 13                                    | 808       | 196            | 24.3                        | 72                                  | 95       | -             | 31                                 |
| Dairy products (general line)                               | 3                                     | 164       | 85             | 51                          | 31                                  | 39       | -             | -                                  |
| Cheese  | 7                                     | 545       | 99             | 18                          | 55                                  | 51       | -             | 31                                 |
| All other   | 3                                     | 97        | 12             | 12                          | 5                                   | 5        | -             | -                                  |
| Farm supplies   | 3                                     | 459       | 13             | 2.8                         | 2                                   | 2        | -             | -                                  |
| Groceries and foods (except farm products)                  | 29                                    | 3,534     | 468            | 13.2                        | 161                                 | 317      | 2             | 447                                |
| Groceries (general line)                                    | 5                                     | 1,135     | 73             | 6.5                         | 29                                  | 47       | -             | 156                                |
| Confectionery and soft drinks                               | 7                                     | 862       | 17             | 1.9                         | 11                                  | 8        | -             | 15                                 |
| Other food and grocery specialties                          | 17                                    | 2,119     | 376            | 17.8                        | 121                                 | 162      | 2             | 277                                |
| Lumber and bldg. m't'ls. (other than metal)                 | 26                                    | 5,017     | 277            | 5.5                         | 62                                  | 176      | 3             | -                                  |
| Paper and its products                                      | 3                                     | 30        | 18             | 60.0                        | 7                                   | 5        | 1             | 12                                 |
| Petroleum and its products                                  | 10                                    | 958       | 73             | 7.6                         | 10                                  | 38       | -             | 8                                  |
| Tobacco and its products (except leaf)                      | 6                                     | 200       | 10             | 5.0                         | 4                                   | 2        | -             | 9                                  |
| All other kinds of business                                 | 21                                    | 1,162     | 252            | 21.7                        | 68                                  | 115      | 10            | 290                                |
| Beer  | 9                                     | 96        | 15             | 15.6                        | 5                                   | 3        | -             | -                                  |
| Miscellaneous   | 12                                    | 1,066     | 237            | 22.2                        | 63                                  | 112      | 10            | 290                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| <b>WITH STOCKS</b>  | 522                                   | 306,650   | 45,654         | 14.9                        | 10,525                              | 18,088   | 189           | 27,554                             |
| Amusement and sporting goods                                | 17                                    | 4,634     | 1,258          | 27.1                        | 452                                 | 698      | 1             | 722                                |
| Moving picture films  | 10                                    | 3,037     | 752            | 24.8                        | 263                                 | 455      | -             | 37                                 |
| All other   | 7                                     | 1,627     | 516            | 31.7                        | 189                                 | 243      | 1             | 785                                |
| Automotive products   | 37                                    | 14,207    | 2,245          | 15.8                        | 554                                 | 990      | 10            | 1,500                              |
| Automobiles and other motor vehicles                        | 13                                    | 4,570     | 778            | 17.0                        | 242                                 | 369      | 2             | 502                                |
| Automotive eq'pt., accessories and parts                    | 10                                    | 635       | 208            | 32.8                        | 88                                  | 90       | 3             | 121                                |
| Tires and tubes   | 14                                    | 9,002     | 1,259          | 13.9                        | 224                                 | 511      | 5             | 877                                |
| Chemicals   | 36                                    | 7,535     | 1,828          | 24.3                        | 396                                 | 784      | 1             | 725                                |
| Industrial chemicals  | 10                                    | 1,978     | 242            | 12.2                        | 49                                  | 122      | 1             | 179                                |
| Paints and varnishes  | 14                                    | 2,575     | 828            | 32.2                        | 190                                 | 348      | -             | 312                                |
| All other   | 12                                    | 2,780     | 758            | 27.3                        | 157                                 | 313      | -             | 308                                |
| Clothing and furnishings                                    | 23                                    | 31,723    | 6,286          | 19.8                        | 2,246                               | 3,693    | 9             | 7,174                              |
| Shoes and other footwear                                    | 18                                    | 30,479    | 8,232          | 27.0                        | 2,080                               | 3,550    | 8             | 7,050                              |
| All other   | 5                                     | 1,244     | 354            | 28.4                        | 166                                 | 143      | 1             | 114                                |
| Drugs and drug sundries                                     | 16                                    | 5,641     | 1,824          | 32.5                        | 439                                 | 832      | -             | 478                                |
| Drugs (specialty lines)                                     | 11                                    | 5,923     | 1,750          | 29.5                        | 418                                 | 799      | -             | 426                                |
| All other   | 5                                     | 718       | 74             | 10.3                        | 21                                  | 33       | -             | 52                                 |
| Dry goods   | 6                                     | 2,207     | 259            | 11.7                        | 89                                  | 158      | -             | 136                                |
| Notions   | 3                                     | 2,250     | 247            | 10.9                        | 62                                  | 148      | -             | 120                                |
| All other   | 3                                     | 547       | 28             | 5.1                         | 6                                   | 10       | -             | 16                                 |
| Electrical goods  | 31                                    | 12,221    | 1,836          | 15.0                        | 602                                 | 1,055    | 9             | 1,409                              |
| Electrical appliances, eq'pt. and supplies                  | 27                                    | 11,555    | 1,732          | 14.9                        | 582                                 | 990      | 8             | 1,316                              |
| All other   | 4                                     | 676       | 84             | 12.4                        | 19                                  | 55       | 1             | 91                                 |

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## WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | TOTAL EXPENSES |        | Full-time<br>employees<br>(average) | PAY ROLL                    |       | Stocks on<br>hand (end<br>of year) |               |
|---|---------------------------------------|----------------|--------|-------------------------------------|-----------------------------|-------|------------------------------------|---------------|
|   |                                       | Net sales      | Amount |                                     | Per-<br>cent<br>of<br>sales | Total |                                    | Part-<br>time |
| MANUFACTURERS' SALES BRANCHES (continued)                   |                                       |                |        |                                     |                             |       |                                    |               |
| WITH STOCKS (continued)                                     |                                       |                |        |                                     |                             |       |                                    |               |
| Farm products—consumer goods                                | 14                                    | \$5,043        | \$718  | 14.2                                | 256                         | \$392 | \$4                                | \$103         |
| Dairy products (general line)                               | 5                                     | 1,451          | 168    |                                     | 65                          | 81    | -                                  | 46            |
| All other dairy products                                    | 4                                     | 1,266          | 321    |                                     | 119                         | 216   | 1                                  | 20            |
| All other   | 5                                     | 2,226          | 229    |                                     | 72                          | 95    | 3                                  | 55            |
| Furniture and house furnishings                             | 17                                    | 3,909          | 579    | 14.8                                | 140                         | 322   | 28                                 | 440           |
| Floor coverings   | 5                                     | 1,973          | 115    |                                     | 26                          | 57    | -                                  | 111           |
| Furniture   | 4                                     | 434            | 87     |                                     | 16                          | 58    | 1                                  | 27            |
| House furnishings (except china,<br>glassware and crockery) | 8                                     | 1,502          | 377    |                                     | 98                          | 207   | 27                                 | 302           |
| Groceries and foods (except farm products)                  | 86                                    | 47,674         | 7,139  | 15.0                                | 1,588                       | 2,798 | 18                                 | 1,271         |
| Confectionery and soft drinks                               | 4                                     | 837            | 104    |                                     | 27                          | 42    | 1                                  | 51            |
| Meats and meat products                                     | 6                                     | 6,455          | 578    |                                     | 236                         | 357   | 4                                  | 136           |
| Other food and grocery specialties                          | 76                                    | 40,382         | 6,457  |                                     | 1,325                       | 2,399 | 13                                 | 1,114         |
| Jewelry and optical goods                                   | 5                                     | 720            | 394    | 53.3                                | 140                         | 196   | -                                  | 168           |
| Lumber and bldg. mtr'ls. (other than metal)                 | 10                                    | 3,311          | 639    | 19.3                                | 193                         | 365   | 34                                 | 479           |
| Machinery, eqp't. and supplies (except<br>electrical)       | 138                                   | 19,666         | 6,068  | 30.9                                | 1,957                       | 3,063 | 42                                 | 7,420         |
| Commercial machinery, eqp't. and supplies                   | 29                                    | 2,405          | 783    |                                     | 360                         | 515   | 10                                 | 372           |
| Office eqp't. and supplies (except<br>furniture)            | 19                                    | 1,918          | 647    |                                     | 313                         | 442   | 9                                  | 212           |
| All other   | 10                                    | 487            | 136    |                                     | 47                          | 73    | 1                                  | 160           |
| Construction machinery, eqp't. and supplies                 | 11                                    | 1,342          | 356    |                                     | 108                         | 180   | -                                  | 300           |
| Road machinery and equipment                                | 4                                     | 930            | 254    |                                     | 76                          | 120   | -                                  | 204           |
| All other   | 7                                     | 412            | 102    |                                     | 32                          | 60    | -                                  | 96            |
| Farm and dairy machinery and equipment                      | 17                                    | 5,373          | 2,418  |                                     | 759                         | 1,011 | 17                                 | 5,089         |
| Industrial machinery, eqp't. and supplies                   | 55                                    | 8,174          | 1,748  |                                     | 527                         | 969   | 15                                 | 1,298         |
| Mechanical rubber goods                                     | 5                                     | 699            | 93     |                                     | 26                          | 60    | -                                  | 74            |
| All other   | 50                                    | 7,475          | 1,655  |                                     | 501                         | 909   | 15                                 | 1,224         |
| Service equipment and supplies                              | 16                                    | 1,547          | 421    |                                     | 106                         | 217   | -                                  | 156           |
| Laundry equipment and supplies                              | 6                                     | 678            | 152    |                                     | 49                          | 97    | -                                  | 68            |
| All other   | 10                                    | 969            | 269    |                                     | 57                          | 120   | -                                  | 88            |
| All other machinery, eqp't. and supplies                    | 10                                    | 825            | 342    |                                     | 97                          | 171   | -                                  | 205           |
| Metals (except scrap)                                       | 15                                    | 6,205          | 1,056  | 16.7                                | 201                         | 401   | 16                                 | 603           |
| Iron and steel  | 8                                     | 2,686          | 686    |                                     | 79                          | 207   | 1                                  | 300           |
| Sheet metal products  | 3                                     | 2,859          | 425    |                                     | 110                         | 166   | 15                                 | 267           |
| Other metal and metal works                                 | 4                                     | 661            | 46     |                                     | 12                          | 28    | -                                  | 36            |
| Paper and its products                                      | 11                                    | 876            | 226    | 25.8                                | 68                          | 116   | 1                                  | 69            |
| Paper and its products (specialty lines)                    | 6                                     | 425            | 131    |                                     | 28                          | 60    | -                                  | 15            |
| All other   | 5                                     | 451            | 95     |                                     | 40                          | 56    | 1                                  | 54            |
| Petroleum and its products                                  | 12                                    | 1,268          | 433    | 34.1                                | 116                         | 139   | -                                  | 110           |
| Plumbing and heating eqp't. and supplies                    | 19                                    | 3,631          | 866    | 23.9                                | 291                         | 416   | 8                                  | 574           |
| Heating equipment (general line)                            | 4                                     | 301            | 43     |                                     | 15                          | 39    | 2                                  | 42            |
| Plumbing & heating eqp't. (general line)                    | 5                                     | 1,940          | 427    |                                     | 183                         | 232   | 5                                  | 314           |
| All other   | 10                                    | 1,490          | 376    |                                     | 83                          | 154   | 1                                  | 218           |

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Table 28.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS         | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| MANUFACTURERS' SALES BRANCHES (continued)                           |                                       |           |                |                             |                                     |          |               |                                    |
| WITH STOCKS (continued)   |                                       |           |                |                             |                                     |          |               |                                    |
| Tobacco and its products (except leaf)                              | 5                                     | \$75,295  | \$6,418        | 8.5                         | 459                                 | \$1,012  | 34            | \$2,573                            |
| All other kinds of business   | 24                                    | 9,358     | 1,272          | 13.6                        | 346                                 | 609      | 4             | 1,086                              |
| Cordage and twine   | 3                                     | 993       | 117            |                             | 27                                  | 60       | -             | 155                                |
| Forest products (except lumber)                                     | 3                                     | 227       | 48             |                             | 12                                  | 22       | -             | 40                                 |
| Miscellaneous   | 18                                    | 8,178     | 1,107          |                             | 307                                 | 527      | 4             | 691                                |
| WITHOUT STOCKS  |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods  | 7                                     | 1,978     | 410            | 20.7                        | 154                                 | 225      | -             | -                                  |
| Automotive products   | 9                                     | 1,291     | 166            | 12.9                        | 45                                  | 87       | -             | 1                                  |
| Tires and tubes   | 4                                     | 1,179     | 147            |                             | 27                                  | 77       | -             | 1                                  |
| All other   | 5                                     | 112       | 19             |                             | 8                                   | 10       | -             | -                                  |
| Chemicals   | 5                                     | 2,624     | 490            | 18.7                        | 155                                 | 211      | -             | -                                  |
| Clothing and furnishings  | 4                                     | 318       | 45             | 14.2                        | 11                                  | 28       | -             | -                                  |
| Coal  | 4                                     | 1,572     | 118            | 7.5                         | 28                                  | 73       | -             | -                                  |
| Dry goods   | 8                                     | 567       | 109            | 19.3                        | 58                                  | 81       | -             | -                                  |
| Piece goods   | 4                                     | 557       | 33             |                             | 7                                   | 16       | -             | -                                  |
| All other   | 4                                     | 110       | 76             |                             | 51                                  | 66       | -             | -                                  |
| Electrical goods (electrical appliances,<br>equipment and supplies) | 15                                    | 766       | 150            | 19.6                        | 39                                  | 79       | -             | 1                                  |
| Furniture and house furnishings                                     | 6                                     | 1,024     | 99             | 9.7                         | 21                                  | 57       | -             | -                                  |
| Floor coverings   | 3                                     | 625       | 65             |                             | 15                                  | 35       | -             | -                                  |
| All other   | 3                                     | 399       | 34             |                             | 8                                   | 24       | -             | -                                  |
| Groceries and foods (except farm products)                          | 13                                    | 6,794     | 949            | 14.0                        | 230                                 | 468      | -             | 5                                  |
| Jewelry and optical goods   | 3                                     | 1,472     | 183            | 12.4                        | 30                                  | 77       | -             | -                                  |
| Lumber and bldg. mtr'ls. (other than metal)                         | 15                                    | 3,702     | 564            | 15.2                        | 122                                 | 275      | 1             | -                                  |
| Asbestos products   | 3                                     | 292       | 52             |                             | 24                                  | 22       | -             | -                                  |
| Glass   | 3                                     | 807       | 25             |                             | 6                                   | 16       | -             | -                                  |
| All other   | 9                                     | 2,603     | 487            |                             | 92                                  | 234      | 1             | -                                  |
| Machinery, equipment and supplies (except<br>electrical)            | 66                                    | 7,372     | 708            | 9.6                         | 178                                 | 369      | 3             | 15                                 |
| Commercial machinery, eqp't. and supplies                           | 8                                     | 185       | 44             |                             | 17                                  | 32       | -             | -                                  |
| Office equipment and supplies (except<br>furniture)                 | 5                                     | 165       | 31             |                             | 12                                  | 26       | -             | -                                  |
| All other   | 3                                     | 22        | 15             |                             | 5                                   | 6        | -             | -                                  |
| Construction machinery, eqp't. & supplies                           | 6                                     | 231       | 39             |                             | 9                                   | 20       | -             | -                                  |
| Industrial machinery, eqp't. and supplies                           | 28                                    | 4,989     | 355            |                             | 97                                  | 180      | 3             | 15                                 |
| Service equipment and supplies                                      | 3                                     | 53        | 21             |                             | 10                                  | 16       | -             | -                                  |
| Transportation equipment and supplies                               | 7                                     | 1,370     | 116            |                             | 25                                  | 89       | -             | -                                  |
| All other machinery, eqp't. and supplies                            | 4                                     | 544       | 123            |                             | 22                                  | 32       | -             | -                                  |
| Metals (except scrap)   | 32                                    | 20,308    | 957            | 4.7                         | 180                                 | 528      | 37            | 2                                  |
| Iron and steel  | 28                                    | 18,690    | 736            |                             | 156                                 | 406      | 37            | 2                                  |
| All other   | 4                                     | 1,619     | 221            |                             | 44                                  | 122      | -             | -                                  |
| Paper and its products  | 14                                    | 2,717     | 184            | 6.8                         | 28                                  | 68       | 1             | -                                  |
| Paper and its products (specialty lines)                            | 11                                    | 1,422     | 85             |                             | 21                                  | 51       | 1             | -                                  |
| All other   | 3                                     | 1,295     | 101            |                             | 7                                   | 17       | -             | -                                  |
| Plumbing and heating eqp't. and supplies                            | 6                                     | 323       | 41             | 12.7                        | 12                                  | 24       | -             | -                                  |
| Heating equipment (general line)                                    | 3                                     | 141       | 22             |                             | 7                                   | 11       | -             | -                                  |
| All other   | 3                                     | 182       | 19             |                             | 5                                   | 13       | -             | -                                  |

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Table 2 B.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS       | Number of<br>estab-<br>lish-<br>ments | Net sales |                             | TOTAL EXPENSES |                             | Full-time<br>employes<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|-----------------------------|----------------|-----------------------------|------------------------------------|----------|---------------|------------------------------------|
|   |                                       | Amount    | Per-<br>cent<br>of<br>sales | Amount         | Per-<br>cent<br>of<br>sales |                                    | Total    | Part-<br>time |                                    |
| <b>MANUFACTURERS' SALES BRANCHES (continued)</b>                  |                                       |           |                             |                |                             |                                    |          |               |                                    |
| <b>WITHOUT STOCKS (continued)</b>                                 |                                       |           |                             |                |                             |                                    |          |               |                                    |
| Tobacco and its products (except leaf)                            | 4                                     | \$5,371   | \$87                        | 1.6            | 21                          |                                    | \$53     | \$ -          | \$ -                               |
| All other kinds of business                                       | 37                                    | 3,095     | 666                         | 21.5           | 289                         |                                    | 375      | 1             | -                                  |
| Forest products (except lumber)                                   | 3                                     | 309       | 23                          | 7              | 7                           |                                    | 17       | -             | -                                  |
| Leather   | 3                                     | 586       | 24                          | 4              | 6                           |                                    | 11       | -             | -                                  |
| Miscellaneous   | 31                                    | 2,198     | 613                         | 27.6           | 276                         |                                    | 347      | 1             | -                                  |
| <b>AGENTS AND BROKERS</b>   |                                       |           |                             |                |                             |                                    |          |               |                                    |
| <b>BROKERS</b>  |                                       |           |                             |                |                             |                                    |          |               |                                    |
| Dry goods   | 126                                   | 85,957    | 1,546                       | 1.8            | 385                         |                                    | 838      | 11            | 382                                |
| Farm products—raw materials                                       | 3                                     | 1,184     | 53                          | 4.5            | 9                           |                                    | 24       | -             | 25                                 |
| Livestock   | 16                                    | 9,261     | 41                          | 0.4            | 10                          |                                    | 12       | 1             | 3                                  |
| All other   | 5                                     | 7,824     | 26                          | 0.3            | 5                           |                                    | 5        | -             | 3                                  |
| Farm products—consumer goods                                      | 9                                     | 1,427     | 16                          | 1.1            | 5                           |                                    | 7        | 1             | -                                  |
| Dairy and poultry products  | 22                                    | 15,592    | 298                         | 2.2            | 54                          |                                    | 130      | 2             | 16                                 |
| Fruits and vegetables (fresh)                                     | 3                                     | 2,517     | 50                          | 2.0            | 7                           |                                    | 28       | 1             | 14                                 |
| Groceries and foods (except farm products)                        | 19                                    | 11,265    | 248                         | 2.2            | 47                          |                                    | 102      | 1             | 2                                  |
| Groceries (general lines)   | 49                                    | 55,807    | 827                         | 1.5            | 213                         |                                    | 501      | 1             | 325                                |
| Other food and grocery specialties                                | 3                                     | 1,150     | 12                          | 1.0            | 5                           |                                    | 7        | -             | -                                  |
| Lumber and bldg. mtr'ls. (other than metal)                       | 46                                    | 52,657    | 616                         | 1.2            | 208                         |                                    | 494      | 1             | 325                                |
| Machinery, equipment and supplies (except electrical)             | 9                                     | 1,189     | 81                          | 6.8            | 20                          |                                    | 43       | 1             | 2                                  |
| Petroleum and its products  | 8                                     | 1,222     | 35                          | 2.8            | 10                          |                                    | 15       | 1             | -                                  |
| All other kinds of business                                       | 3                                     | 1,115     | 33                          | 3.0            | 17                          |                                    | 37       | 1             | 3                                  |
| Flowers and nursery stock   | 17                                    | 2,879     | 148                         | 5.1            | 52                          |                                    | 76       | 4             | 12                                 |
| Miscellaneous   | 3                                     | 734       | 67                          | 9.1            | 25                          |                                    | 38       | -             | -                                  |
| Commission Merchants  | 14                                    | 2,245     | 81                          | 3.6            | 27                          |                                    | 38       | 4             | 12                                 |
| <b>COMMISSION MERCHANTS</b>                                       |                                       |           |                             |                |                             |                                    |          |               |                                    |
| Dry goods   | 365                                   | 252,259   | 5,131                       | 2.1            | 1,337                       |                                    | 2,277    | 132           | 3,174                              |
| Farm products—raw materials                                       | 4                                     | 5,355     | 171                         | 3.2            | 32                          |                                    | 47       | 1             | 235                                |
| Grain   | 273                                   | 237,196   | 4,419                       | 1.9            | 1,103                       |                                    | 1,927    | 118           | 2,682                              |
| Livestock   | 54                                    | 89,443    | 1,535                       | 1.7            | 358                         |                                    | 612      | 12            | 2,482                              |
| All other   | 215                                   | 146,525   | 2,852                       | 1.9            | 736                         |                                    | 1,288    | 98            | 140                                |
| Farm products—consumer goods                                      | 4                                     | 1,228     | 52                          | 4.2            | 9                           |                                    | 27       | 8             | -                                  |
| Poultry and poultry products                                      | 46                                    | 6,752     | 377                         | 5.6            | 159                         |                                    | 214      | 8             | 54                                 |
| Fruits and vegetables (fresh)                                     | 16                                    | 1,691     | 80                          | 4.7            | 29                          |                                    | 34       | 3             | 1                                  |
| Farm supplies   | 7                                     | 63        | 3                           | 4.8            | -                           |                                    | 1        | 1             | -                                  |
| Lumber and bldg. mtr'ls. (other than metal)                       | 23                                    | 4,998     | 294                         | 5.9            | 110                         |                                    | 179      | 4             | 55                                 |
| All other kinds of business                                       | 15                                    | 867       | 75                          | 8.7            | 15                          |                                    | 19       | 2             | 2                                  |
| Flowers and nursery stock   | 3                                     | 775       | 22                          | 2.8            | 6                           |                                    | 14       | 3             | 150                                |
| Miscellaneous   | 11                                    | 2,521     | 98                          | 3.9            | 31                          |                                    | 42       | -             | 43                                 |
| Export and Import Agents  | 4                                     | 506       | 46                          | 9.1            | 18                          |                                    | 27       | 1             | 15                                 |
| Manufacturers' Agents   | 202                                   | 21,313    | 1,363                       | 6.4            | 435                         |                                    | 686      | 30            | 431                                |
| Automotive products (automotive equipment, accessories and parts) | 10                                    | 333       | 42                          | 12.6           | 16                          |                                    | 17       | 1             | 4                                  |
| Chemicals   | 12                                    | 1,507     | 111                         | 7.4            | 32                          |                                    | 57       | 1             | 67                                 |
| Industrial chemicals  | 5                                     | 1,158     | 95                          | 8.2            | 25                          |                                    | 48       | 1             | 67                                 |
| All other   | 7                                     | 449       | 16                          | 3.6            | 7                           |                                    | 9        | -             | -                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                         | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|------------------------------------|-----------|----------------|-------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                    |           | Amount         | Per cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>MANUFACTURERS' AGENTS (continued)</b>                    |                                    |           |                |                         |                                     |          |               |                                    |
| Clothing and furnishings                                    | 14                                 | \$752     | \$52           | 4.3                     | 10                                  | \$10     | \$1           | \$6                                |
| Clothing, women's and children's                            | 4                                  | 163       | 9              |                         | 2                                   | 2        | -             | -                                  |
| Millinery and millinery supplies                            | 5                                  | 310       | 19             |                         | 6                                   | 7        | 1             | 5                                  |
| All other   | 5                                  | 279       | 4              |                         | 1                                   | 1        | -             | 1                                  |
| Dry goods   | 22                                 | 3,512     | 58             | 1.7                     | 18                                  | 22       | -             | 15                                 |
| Piece goods   | 17                                 | 3,029     | 38             |                         | 9                                   | 11       | -             | -                                  |
| All other   | 5                                  | 483       | 25             |                         | 9                                   | 11       | -             | 16                                 |
| Electrical goods  | 13                                 | 717       | 47             | 6.6                     | 17                                  | 21       | -             | 2                                  |
| Furniture and house furnishings                             | 11                                 | 1,459     | 85             | 5.8                     | 30                                  | 43       | -             | -                                  |
| China, glassware and crockery                               | 3                                  | 522       | 11             |                         | 2                                   | 5        | -             | -                                  |
| House furnishings   | 3                                  | 65        | 4              |                         | 2                                   | 1        | -             | -                                  |
| All other   | 5                                  | 882       | 70             |                         | 26                                  | 37       | -             | -                                  |
| Groceries and foods (except farm products)                  | 6                                  | 1,817     | 32             | 1.8                     | 11                                  | 20       | -             | -                                  |
| Hardware  | 5                                  | 167       | 6              | 3.8                     | 1                                   | 1        | -             | -                                  |
| Lumber and bldg. mtr'ls. (other than metal)                 | 14                                 | 1,689     | 152            | 9.0                     | 55                                  | 101      | 19            | 4                                  |
| Lumber and millwork   | 5                                  | 1,328     | 74             |                         | 37                                  | 54       | -             | -                                  |
| All other   | 9                                  | 361       | 78             |                         | 19                                  | 47       | 19            | 4                                  |
| Machinery, equipment and supplies (except electrical)       | 60                                 | 3,274     | 375            | 11.5                    | 104                                 | 178      | 4             | 105                                |
| Commercial machinery, eqp't. and supplies                   | 3                                  | 59        | 19             |                         | 5                                   | 8        | -             | -                                  |
| Construction machinery, eqp't. & supplies                   | 3                                  | 68        | 1              |                         | -                                   | -        | -             | -                                  |
| Farm and dairy machinery and eqp't.                         | 3                                  | 208       | 24             |                         | 7                                   | 9        | -             | -                                  |
| Industrial machinery, eqp't. & supplies                     | 33                                 | 1,233     | 177            |                         | 51                                  | 91       | 4             | 105                                |
| Transportation equipment and supplies                       | 15                                 | 1,660     | 144            |                         | 54                                  | 63       | -             | -                                  |
| Other machinery, equipment and supplies                     | 3                                  | 36        | 10             |                         | 6                                   | 7        | -             | -                                  |
| Paper and its products                                      | 6                                  | 2,575     | 117            | 4.4                     | 38                                  | 80       | -             | 141                                |
| Paper and its products (general line)                       | 3                                  | 1,015     | 24             |                         | 12                                  | 13       | -             | 58                                 |
| Paper and its products (specialty lines)                    | 3                                  | 1,661     | 93             |                         | 26                                  | 67       | -             | 83                                 |
| Plumbing and heating equipment and supplies                 | 7                                  | 377       | 61             | 16.2                    | 20                                  | 34       | 1             | 70                                 |
| All other kinds of business                                 | 22                                 | 2,933     | 245            | 8.4                     | 82                                  | 102      | 3             | 75                                 |
| Beer  | 6                                  | 186       | 37             |                         | 14                                  | 15       | -             | 4                                  |
| Leather   | 3                                  | 763       | 9              |                         | 3                                   | 5        | -             | -                                  |
| Miscellaneous   | 13                                 | 1,984     | 199            |                         | 65                                  | 84       | 3             | 72                                 |
| <b>SELLING AGENTS</b>                                       |                                    |           |                |                         |                                     |          |               |                                    |
| Clothing and furnishings                                    | 45                                 | 17,804    | 745            | 4.2                     | 140                                 | 358      | 5             | 115                                |
| Coal  | 3                                  | 876       | 68             | 7.8                     | 12                                  | 21       | -             | -                                  |
| Dry goods   | 9                                  | 4,926     | 356            | 6.8                     | 64                                  | 173      | 1             | 1                                  |
| Hardware  | 8                                  | 4,834     | 49             | 1.0                     | 9                                   | 51       | -             | 4                                  |
| Lumber and bldg. mtr'ls. (other than metal)                 | 4                                  | 1,108     | 25             | 2.3                     | 3                                   | 10       | 1             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 3                                  | 608       | 39             | 6.5                     | 9                                   | 19       | -             | 15                                 |
| All other kinds of business                                 | 13                                 | 5,266     | 218            | 4.1                     | 58                                  | 104      | 3             | 95                                 |
| <b>OTHER AGENTS</b>   |                                    |           |                |                         |                                     |          |               |                                    |
| Farm products—raw materials                                 | 3                                  | 4,527     | 169            | 3.5                     | 45                                  | 90       | 16            | 26                                 |
| All other kinds of business                                 | 3                                  | 332       | 12             | 3.1                     | 3                                   | 8        | 5             | -                                  |
| All other kinds of business                                 | 5                                  | 4,132     | 147            | 3.6                     | 42                                  | 62       | 11            | 24                                 |

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## WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Num-<br>ber of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|--|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>ALL OTHER TYPES</b>                                      |  |           |                |                             |                                     |          |               |                                    |
| <b>BULK TANK STATIONS (petroleum)</b>                       | 1,135                                      | \$44,825  | \$2,155        | 20.4                        | 2,514                               | \$4,188  | \$47          | \$5,167                            |
| <b>GRAIN STORER WAREHOUSES</b>                              | 22   | 90,158    | 2,932          | 4.4                         | 1,152                               | 1,696    | 9             | 7,540                              |
| Farm products-consumer goods                                | 6  | 9,674     | 219            | 2.3                         | 44                                  | 65       | 1             | 25                                 |
| Dairy products  | 80   |           | 22             |                             | 12                                  | 14       | 1             | 8                                  |
| All other   | 3  | 9,694     | 197            |                             | 32                                  | 51       | -             | 17                                 |
| Groceries and foods (except farm products)                  | 12   | 49,564    | 2,716          | 5.6                         | 664                                 | 1,222    | 4             | 1,541                              |
| All other kinds of business                                 | 4  | 32,120    | 997            | 3.1                         | 455                                 | 549      | 4             | 5,274                              |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                        |  |           |                |                             |                                     |          |               |                                    |
| Farm products-raw materials                                 | 519  | 24,824    | 2,432          | 9.8                         | 1,475                               | 1,158    | 114           | 1,167                              |
| Cotton  | 66   | 8,101     | 761            | 9.4                         | 334                                 | 302      | 19            | 595                                |
| Grain   | 5  | 360       | 38             |                             | 9                                   | 17       | 4             | 24                                 |
| Hides, skins, and furs (raw)                                | 26   | 5,215     | 611            |                             | 274                                 | 240      | 4             | 398                                |
| Livestock   | 14   | 841       | 49             |                             | 24                                  | 23       | 5             | 47                                 |
| All other   | 16   | 1,697     | 50             |                             | 21                                  | 19       | 6             | 14                                 |
| Farm products-consumer goods                                | 5  | 388       | 13             |                             | 6                                   | 4        | -             | 113                                |
| Dairy products (general line)                               | 437  | 16,269    | 1,604          | 9.9                         | 1,092                               | 795      | 89            | 495                                |
| Milk and cream  | 6  | 59        | 18             |                             | 8                                   | 8        | 1             | 6                                  |
| Poultry and poultry products                                | 12   | 32        | 5              |                             | 1                                   | 1        | -             | 3                                  |
| Dairy and poultry products                                  | 118  | 8,716     | 992            |                             | 705                                 | 504      | 35            | 223                                |
| Fruits and vegetables (fresh)                               | 248  | 6,159     | 506            |                             | 332                                 | 248      | 47            | 172                                |
| All other   | 50   | 1,182     | 72             |                             | 41                                  | 30       | 5             | 86                                 |
| Farm supplies   | 3  | 111       | 11             |                             | 4                                   | 4        | 1             | 6                                  |
| Feed  | 9  | 853       | 37             | 10.5                        | 11                                  | 17       | 5             | 51                                 |
| Seeds   | 6  | 158       | 15             |                             | 4                                   | 7        | 2             | 3                                  |
| All other kinds of business                                 | 3  | 195       | 22             |                             | 7                                   | 10       | 3             | 48                                 |
| All other kinds of business                                 | 7  | 111       | 30             | 27.0                        | 38                                  | 23       | 1             | 24                                 |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   |  |           |                |                             |                                     |          |               |                                    |
| Farm products-raw materials                                 | 111  | 20,185    | 1,672          | 8.5                         | 536                                 | 711      | 103           | 5,142                              |
| Livestock   | 28   | 22,397    | 1,167          | 5.2                         | 205                                 | 458      | 69            | 4,757                              |
| All other   | 18   | 8,992     | 200            |                             | 63                                  | 115      | 13            | 4                                  |
| Farm products-consumer goods                                | 10   | 13,992    | 967            |                             | 142                                 | 323      | 56            | 4,753                              |
| Poultry and poultry products                                | 62   | 6,491     | 402            | 6.2                         | 254                                 | 219      | 31            | 301                                |
| Dairy and poultry products                                  | 7  | 1,122     | 94             |                             | 75                                  | 52       | 10            | 26                                 |
| Fruits and vegetables (fresh)                               | 22   | 1,104     | 92             |                             | 65                                  | 55       | 16            | 46                                 |
| All other   | 29   | 3,934     | 150            |                             | 82                                  | 85       | 4             | 42                                 |
| Farm supplies   | 4  | 331       | 66             |                             | 32                                  | 26       | 1             | 177                                |
| All other kinds of business                                 | 21   | 1,307     | 104            | 8.0                         | 76                                  | 65       | 3             | 21                                 |
| <b>ELEVATORS</b>  |  |           |                |                             |                                     |          |               |                                    |
| Farm products-raw materials                                 | 91   | 8,200     | 991            | 12.1                        | 250                                 | 323      | 21            | 1,066                              |
| Farm supplies   | 87   | 8,040     | 978            | 12.1                        | 242                                 | 318      | 21            | 1,046                              |
| All other kinds of business                                 | 4  | 160       | 18             | 11.3                        | 8                                   | 5        | -             | 20                                 |
| <b>CRAM STATIONS</b>  |  |           |                |                             |                                     |          |               |                                    |
|   | 59   | 1,213     | 221            | 18.2                        | 71                                  | 60       | 3             | 17                                 |



## WHOLESALE DISTRIBUTION: 1933

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 Table 2B.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | TOTAL EXPENSES |          | Full-time<br>employees<br>(average) | PAY ROLL                    |          | Stocks on<br>hand (end<br>of year) |               |
|---|---------------------------------------|----------------|----------|-------------------------------------|-----------------------------|----------|------------------------------------|---------------|
|   |                                       | Net sales      | Amount   |                                     | Per-<br>cent<br>of<br>sales | Total    |                                    | Part-<br>time |
| <b>ST. LOUIS</b>  | 1,890                                 | \$721,735      | \$86,559 | 12.0                                | 25,757                      | \$40,542 | \$630                              | \$76,090      |
| Wholesalers proper  | 1,130                                 | 277,015        | 46,539   | 16.8                                | 16,980                      | 25,452   | 448                                | 48,989        |
| Manufacturers' sales branches                               | 598                                   | 274,122        | 31,917   | 11.6                                | 7,511                       | 13,290   | 125                                | 16,119        |
| Agents and brokers  | 307                                   | 100,252        | 5,084    | 3.1                                 | 856                         | 1,604    | 44                                 | 1,431         |
| All other types   | 55                                    | 70,346         | 4,999    | 7.1                                 | 1,410                       | 2,196    | 13                                 | 7,551         |
| <b>WHOLESALE PROPER</b>                                     |                                       |                |          |                                     |                             |          |                                    |               |
| <b>WHOLESALE MERCHANTS</b>                                  | 1,050                                 | 266,914        | 45,387   | 17.0                                | 16,620                      | 22,901   | 443                                | 48,301        |
| Amusement and sporting goods                                | 20                                    | 626            | 242      | 38.7                                | 79                          | 113      | 5                                  | 105           |
| Sporting goods (general line)                               | 5                                     | 200            | 65       | 32.5                                | 21                          | 26       | 1                                  | 53            |
| Toys, novelties, and fireworks                              | 6                                     | 86             | 23       | 26.7                                | 16                          | 14       | -                                  | 20            |
| All other   | 9                                     | 340            | 154      | 45.3                                | 42                          | 73       | 4                                  | 32            |
| Automotive products   | 54                                    | 8,304          | 1,758    | 21.2                                | 679                         | 1,024    | 6                                  | 1,236         |
| Automobiles and other motor vehicles                        | 3                                     | 3,645          | 280      | 7.7                                 | 86                          | 151      | -                                  | 90            |
| Automotive eq't., accessories and parts                     | 47                                    | 4,616          | 1,430    | 31.0                                | 577                         | 867      | 6                                  | 1,115         |
| All other   | 4                                     | 143            | 48       | 33.5                                | 16                          | 26       | -                                  | 31            |
| Chemicals   | 26                                    | 1,778          | 488      | 27.4                                | 141                         | 244      | 18                                 | 375           |
| Industrial chemicals  | 4                                     | 910            | 184      | 20.2                                | 47                          | 117      | 8                                  | 155           |
| Paints and varnishes  | 12                                    | 714            | 252      | 35.3                                | 76                          | 104      | 8                                  | 168           |
| All other   | 10                                    | 154            | 52       | 33.8                                | 18                          | 28       | 2                                  | 50            |
| Clothing and furnishings                                    | 74                                    | 25,402         | 4,308    | 17.0                                | 1,476                       | 2,008    | 15                                 | 1,450         |
| Clothing and furnishings (general line)                     | 7                                     | 435            | 55       | 12.6                                | 16                          | 21       | 1                                  | 105           |
| Clothing, men's and boys'                                   | 17                                    | 1,641          | 442      | 26.9                                | 157                         | 225      | 3                                  | 448           |
| Clothing, women's and children's                            | 15                                    | 3,220          | 394      | 12.2                                | 139                         | 178      | 1                                  | 136           |
| Furnishings (general line)                                  | 3                                     | (X)            | (X)      | (X)                                 | (X)                         | (X)      | (X)                                | (X)           |
| Furnishings, men's and boys'                                | 6                                     | (X)            | (X)      | (X)                                 | (X)                         | (X)      | (X)                                | (X)           |
| Millinery and millinery supplies                            | 15                                    | 1,177          | 263      | 22.3                                | 134                         | 122      | 8                                  | 42            |
| Shoes and other footwear                                    | 17                                    | 16,171         | 2,670    | 16.5                                | 753                         | 1,039    | 1                                  | 322           |
| All other   | 4                                     | 340            | 36       | 10.6                                | 12                          | 16       | -                                  | 47            |
| Coal  | 28                                    | 1,168          | 168      | 14.4                                | 57                          | 81       | 4                                  | 38            |
| Drugs and drug sundries                                     | 21                                    | 11,796         | 1,611    | 13.7                                | 691                         | 1,099    | 13                                 | 1,617         |
| Drugs (general line)  | 4                                     | 10,718         | 1,167    | 10.9                                | 556                         | 893      | 5                                  | 1,529         |
| Patent medicines  | 5                                     | 151            | 42       | 27.8                                | 13                          | 11       | -                                  | 9             |
| Toilet articles and preparations                            | 7                                     | 404            | 235      | 58.2                                | 55                          | 154      | 7                                  | 18            |
| All other   | 5                                     | 523            | 167      | 31.9                                | 66                          | 61       | 1                                  | 61            |
| Dry goods   | 27                                    | 39,774         | 5,611    | 14.1                                | 1,914                       | 3,029    | 11                                 | 9,642         |
| Dry goods (general line)                                    | 9                                     | 36,949         | 5,259    | 14.2                                | 1,760                       | 2,821    | 8                                  | 9,216         |
| Knit goods  | 3                                     | 257            | 81       | 31.5                                | 30                          | 43       | 2                                  | 38            |
| Notions   | 6                                     | 253            | 48       | 19.0                                | 29                          | 36       | 1                                  | 49            |
| Piece goods   | 5                                     | 1,458          | 110      | 7.5                                 | 38                          | 58       | -                                  | 227           |
| All other   | 3                                     | 857            | 113      | 13.2                                | 57                          | 72       | -                                  | 112           |
| Electrical goods  | 32                                    | 6,921          | 1,585    | 22.9                                | 545                         | 792      | 13                                 | 1,061         |
| Electrical appliances, eq't. & supplies                     | 22                                    | 3,862          | 978      | 25.3                                | 361                         | 501      | 11                                 | 637           |
| All other   | 10                                    | 3,059          | 607      | 19.8                                | 184                         | 291      | 2                                  | 424           |
| Farm products—raw materials                                 | 30                                    | 21,133         | 2,074    | 9.8                                 | 414                         | 690      | 21                                 | 9,715         |
| Hides, skins and furs (raw)                                 | 22                                    | 6,056          | 664      | 11.0                                | 192                         | 297      | 16                                 | 1,313         |
| Wool and mohair   | 3                                     | 5,018          | 356      | 7.1                                 | 117                         | 210      | 4                                  | 4,750         |
| All other   | 5                                     | 10,059         | 1,055    | 10.5                                | 105                         | 183      | 1                                  | 3,652         |

## WHOLESALE DISTRIBUTION: 1933

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Table 2 B.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS        | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|--|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|  |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
|  |                                       |           |                |                             |                                     |          |               |                                    |
| <b>WHOLESALE MERCHANTS (continued)</b>                             |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                       | 140                                   | \$26,555  | \$4,355        | 16.4                        | 1,427                               | \$2,284  | \$66          | \$725                              |
| Dairy products (general line)                                      | 8                                     | 4,332     | 1,989          |                             | 562                                 | 1,105    | 1             | 104                                |
| Poultry and poultry products                                       | 26                                    | 3,487     | 258            |                             | 156                                 | 238      | -             | 231                                |
| Dairy and poultry products   | 16                                    | 1,357     | 245            |                             | 84                                  | 115      | 24            | 60                                 |
| Fruits and vegetable (fresh)                                       | 78                                    | 16,583    | 1,477          |                             | 485                                 | 796      | 3             | 323                                |
| All other dairy products   | 2                                     | 496       | 86             |                             | 30                                  | 30       | 38            | 8                                  |
| Farm supplies  | 12                                    | 3,631     | 541            | 14.9                        | 175                                 | 242      | 6             | 1,146                              |
| Feed   | 8                                     | 1,120     | 100            |                             | 38                                  | 55       | 2             | 37                                 |
| Seeds  | 4                                     | 2,511     | 441            |                             | 135                                 | 189      | 4             | 1,109                              |
| Furniture and house furnishings                                    | 17                                    | 3,754     | 588            | 15.7                        | 312                                 | 331      | 17            | 679                                |
| Furniture  | 3                                     | 369       | 90             |                             | 43                                  | 37       | 5             | 128                                |
| House furnishings (except china,<br>glassware and floor coverings) | 9                                     | 811       | 150            |                             | 88                                  | 90       | 14            | 107                                |
| All other  | 5                                     | 2,554     | 348            |                             | 181                                 | 204      | -             | 444                                |
| Groceries and foods (except farm products)                         | 155                                   | 38,178    | 5,032          | 13.2                        | 2,171                               | 2,727    | 63            | 4,806                              |
| Groceries (general line)   | 23                                    | 16,875    | 1,725          |                             | 629                                 | 949      | 4             | 2,211                              |
| Confectionery and soft drinks                                      | 17                                    | 893       | 245            |                             | 99                                  | 147      | 14            | 70                                 |
| Fish and sea foods   | 7                                     | 931       | 269            |                             | 96                                  | 112      | 5             | 87                                 |
| Meats and meat products  | 25                                    | 1,420     | 284            |                             | 134                                 | 174      | 6             | 23                                 |
| Other food and grocery specialties                                 | 84                                    | 16,069    | 2,509          |                             | 1,213                               | 1,345    | 34            | 2,415                              |
| Hardware   | 14                                    | 18,056    | 4,099          | 22.7                        | 1,595                               | 2,245    | 16            | 4,820                              |
| Hardware (general line)  | 8                                     | 17,775    | 3,993          |                             | 1,543                               | 2,196    | 14            | 4,707                              |
| Hardware (specialty lines)   | 6                                     | 281       | 106            |                             | 35                                  | 49       | 2             | 113                                |
| Jewelry and optical goods  | 20                                    | 1,603     | 486            | 30.3                        | 193                                 | 227      | 1             | 680                                |
| Jewelry (general line)   | 8                                     | 741       | 220            |                             | 74                                  | 90       | 1             | 368                                |
| Diamonds and other precious stones                                 | 4                                     | 370       | 101            |                             | 33                                  | 38       | -             | 223                                |
| Other jewelry specialties  | 5                                     | 242       | 41             |                             | 26                                  | 29       | -             | 74                                 |
| Optical goods  | 5                                     | 250       | 124            |                             | 50                                  | 70       | -             | 28                                 |
| Lumber and bldg. mtr'ls. (other than metal)                        | 45                                    | 8,779     | 2,006          | 22.8                        | 850                                 | 1,085    | 39            | 1,702                              |
| Lumber and millwork  | 19                                    | 5,975     | 1,171          |                             | 358                                 | 580      | 17            | 1,460                              |
| All other  | 27                                    | 2,804     | 835            |                             | 462                                 | 503      | 22            | 242                                |
| Machinery, equipment and supplies (except<br>electrical)           | 104                                   | 7,871     | 2,200          | 28.1                        | 700                                 | 942      | 20            | 1,763                              |
| Commercial machinery, eqp't. and supplies                          | 15                                    | 470       | 184            |                             | 85                                  | 98       | 2             | 175                                |
| Construction machinery, eqp't. & supplies                          | 4                                     | 250       | 123            |                             | 29                                  | 55       | 4             | 87                                 |
| Industrial machinery, eqp't. and supplies                          | 83                                    | 4,437     | 1,107          |                             | 353                                 | 481      | 13            | 997                                |
| Bottles and bottling equipment                                     | 8                                     | 684       | 107            |                             | 31                                  | 40       | 3             | 92                                 |
| Mill and mine supplies (general line)                              | 10                                    | 1,123     | 277            |                             | 103                                 | 122      | -             | 244                                |
| All other  | 35                                    | 2,650     | 803            |                             | 219                                 | 319      | 10            | 661                                |
| Professional equipment and supplies                                | 8                                     | 758       | 201            |                             | 86                                  | 100      | -             | 256                                |
| Dental   | 3                                     | 396       | 118            |                             | 43                                  | 55       | -             | 124                                |
| All other  | 5                                     | 362       | 83             |                             | 37                                  | 45       | -             | 142                                |
| Service equipment and supplies                                     | 19                                    | 1,328     | 456            |                             | 128                                 | 177      | 1             | 213                                |
| Barber and beauty parlor   | 6                                     | 343       | 113            |                             | 53                                  | 73       | -             | 84                                 |
| All other  | 13                                    | 977       | 343            |                             | 75                                  | 104      | 1             | 129                                |
| All other machinery, eqp't. and supplies                           | 5                                     | 351       | 50             |                             | 19                                  | 31       | -             | 15                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             |                                     | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total    | Part-<br>time |                                    |
| <b>WHOLESALE MERCHANTS (continued)</b>                      |                                       |           |                |                             |                                     |          |               |                                    |
| Metals (except scrap)                                       | 15                                    | \$1,900   | \$601          | 31.6                        | 257                                 | \$506    | \$1           | \$954                              |
| Iron and steel  | 11                                    | 1,595     | 507            |                             | 252                                 | 264      | -             | 901                                |
| All other   | 4                                     | 305       | 94             |                             | 25                                  | 42       | 1             | 53                                 |
| Paper and its products                                      | 46                                    | 9,354     | 2,176          | 21.9                        | 1,072                               | 1,257    | 20            | 1,948                              |
| Paper (general line)  | 14                                    | 6,378     | 1,569          |                             | 671                                 | 885      | 16            | 1,190                              |
| Paper (specialty lines)                                     | 11                                    | 895       | 167            |                             | 81                                  | 100      | 2             | 443                                |
| Stationery and stationery supplies                          | 10                                    | 2,157     | 492            |                             | 268                                 | 256      | 1             | 145                                |
| Wall paper  | 11                                    | 504       | 148            |                             | 52                                  | 68       | 1             | 166                                |
| Petroleum and its products                                  | 24                                    | 5,401     | 928            | 27.1                        | 207                                 | 402      | 1             | 258                                |
| Plumbing and heating equipment and supplies                 | 25                                    | 1,397     | 467            | 33.4                        | 186                                 | 270      | 15            | 500                                |
| Plumbing and heating eq't. (general line)                   | 10                                    | 798       | 221            |                             | 97                                  | 130      | 10            | 280                                |
| All other   | 15                                    | 599       | 246            |                             | 89                                  | 140      | 5             | 220                                |
| Tobacco and its products (except leaf)                      | 28                                    | 6,429     | 354            | 5.2                         | 118                                 | 155      | -             | 216                                |
| Waste materials   | 45                                    | 5,721     | 646            | 17.0                        | 401                                 | 278      | 23            | 451                                |
| Iron and steel scrap  | 15                                    | 1,415     | 207            |                             | 65                                  | 91       | 11            | 194                                |
| Junk and scrap (general line)                               | 18                                    | 181       | 45             |                             | 29                                  | 26       | 8             | 64                                 |
| Waste paper, rags and rubber                                | 14                                    | 2,195     | 391            |                             | 307                                 | 161      | 4             | 191                                |
| All other kinds of business                                 | 56                                    | 15,043    | 5,089          | 20.6                        | 1,004                               | 1,071    | 51            | 2,421                              |
| Bags and bagging  | 4                                     | (X)       | (X)            |                             | (X)                                 | (X)      | (X)           | (X)                                |
| Beer  | 4                                     | 374       | 137            |                             | 39                                  | 66       | 3             | 7                                  |
| Flowers and nursery stock                                   | 4                                     | 277       | 182            |                             | 35                                  | 48       | 1             | 12                                 |
| Forest products (except lumber)                             | 5                                     | 750       | 160            |                             | 60                                  | 78       | -             | 249                                |
| Leather   | 8                                     | 2,185     | 141            |                             | 40                                  | 87       | -             | 152                                |
| Leather goods   | 7                                     | 513       | 82             |                             | 52                                  | 65       | -             | 154                                |
| Newspapers and magazines                                    | 4                                     | 498       | 119            |                             | 87                                  | 91       | -             | 25                                 |
| Oils and greases (animal and vegetable)                     | 5                                     | (X)       | (X)            |                             | (X)                                 | (X)      | (X)           | (X)                                |
| Wines and spirituous liquors                                | 4                                     | 350       | 46             |                             | 11                                  | 15       | -             | 61                                 |
| Miscellaneous   | 15                                    | 9,383     | 2,012          |                             | 637                                 | 570      | 47            | 1,677                              |
| <b>IMPORTERS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| 15  | 2,074                                 | 206       | 9.9            | 80                          | 118                                 | 1        | 210           |                                    |
| <b>LIMITED FUNCTION WHOLESALE</b>                           |                                       |           |                |                             |                                     |          |               |                                    |
| 56  | 8,027                                 | 246       | 11.8           | 280                         | 428                                 | 4        | 478           |                                    |
| 11  | 2,632                                 | 240       | 9.1            | 48                          | 114                                 | -        | -             |                                    |
| 5   | 525                                   | 135       | 25.9           | 52                          | 69                                  | -        | 15            |                                    |
| 10  | 1,622                                 | 338       | 16.8           | 108                         | 136                                 | 1        | 256           |                                    |
| 12  | 1,521                                 | 80        | 6.0            | 17                          | 35                                  | 2        | -             |                                    |
| 3   | 50                                    | 18        | 36.0           | 7                           | 6                                   | 1        | 15            |                                    |
| All other kinds of business                                 | 14                                    | 1,597     | 139            | 9.9                         | 65                                  | 75       | -             | 194                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| 260   | 231,355                               | 29,119    | 12.2           | 6,579                       | 11,504                              | 94       | 18,096        |                                    |
| Amusement and sporting goods                                | 9                                     | 2,888     | 692            | 27.5                        | 219                                 | 352      | -             | 619                                |
| Automotive products   | 16                                    | 4,875     | 989            | 20.3                        | 257                                 | 451      | 2             | 678                                |
| Chemicals   | 20                                    | 2,491     | 521            | 21.3                        | 142                                 | 278      | 1             | 255                                |
| Clothing and furnishings                                    | 20                                    | 81,275    | 8,468          | 10.4                        | 2,205                               | 3,606    | 5             | 7,117                              |
| Drugs and drug sundries                                     | 8                                     | 1,500     | 255            | 17.7                        | 82                                  | 131      | -             | 116                                |
| Dry goods   | 5                                     | (X)       | (X)            |                             | (X)                                 | (X)      | (X)           | (X)                                |
| Electrical goods  | 15                                    | 7,554     | 1,114          | 14.7                        | 393                                 | 674      | -             | 795                                |
| Furniture and home furnishings                              | 8                                     | 2,118     | 186            | 8.9                         | 39                                  | 92       | -             | 94                                 |
| Groceries and foods (except farm products)                  | 51                                    | 24,245    | 5,065          | 12.6                        | 842                                 | 1,389    | 14            | 710                                |
| Lumber and bldg. mtr'ls. (other than metal)                 | 7                                     | 2,755     | 506            | 18.3                        | 145                                 | 300      | 23            | 392                                |
| Machinery, eq't. & supplies (except elec't)                 | 72                                    | 11,556    | 3,194          | 27.7                        | 1,072                               | 1,789    | 51            | 2,846                              |
| Metals (except scrap)                                       | 9                                     | 4,513     | 844            | 18.7                        | 187                                 | 301      | 11            | 415                                |
| Paper and its products                                      | 6                                     | 555       | 107            | 20.5                        | 23                                  | 44       | 1             | 19                                 |
| Plumbing and heating equipment and supplies                 | 10                                    | 1,745     | 408            | 25.2                        | 153                                 | 221      | 5             | 370                                |
| Tobacco and its products (except leaf)                      | 4                                     | (X)       | (X)            |                             | (X)                                 | (X)      | (X)           | (X)                                |
| All other kinds of business                                 | 20                                    | 6,265     | 1,252          | 18.5                        | 337                                 | 552      | 3             | 707                                |

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## WHOLESALE DISTRIBUTION: 1933

Table 2 B.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales       | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL       |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------------|----------------|-----------------------------|-------------------------------------|----------------|---------------|------------------------------------|
|   |                                       |                 | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total          | Part-<br>time |                                    |
| <b>WITHOUT STOCKS</b>                                       | <b>158</b>                            | <b>\$42,769</b> | <b>\$5,804</b> | <b>9.9</b>                  | <b>932</b>                          | <b>\$1,286</b> | <b>\$31</b>   | <b>\$23</b>                        |
| Amusement and sporting goods                                | 4                                     | 1,215           | 289            | 23.7                        | 81                                  | 143            | -             | -                                  |
| Automotive products   | 3                                     | 1,162           | 147            | 12.7                        | 37                                  | 77             | -             | 1                                  |
| Chemicals   | 3                                     | 2,626           | 474            | 18.8                        | 132                                 | 206            | -             | -                                  |
| Clothing and furnishings                                    | 3                                     | (X)             | (X)            | (X)                         | (X)                                 | (X)            | (X)           | -                                  |
| Coal  | 3                                     | (X)             | (X)            | (X)                         | (X)                                 | (X)            | (X)           | -                                  |
| Dry goods   | 5                                     | 598             | 51             | 12.8                        | 28                                  | 41             | -             | -                                  |
| Electrical goods  | 7                                     | 184             | 58             | 31.5                        | 16                                  | 31             | -             | -                                  |
| Groceries and foods (except farm products)                  | 6                                     | 2,182           | 494            | 22.6                        | 125                                 | 246            | -             | 5                                  |
| Lumber and bldg. mtr'ls. (other than metal)                 | 11                                    | 2,307           | 308            | 13.4                        | 73                                  | 146            | -             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 40                                    | 3,776           | 401            | 10.6                        | 104                                 | 245            | 1             | 15                                 |
| Metals (except scrap)                                       | 24                                    | 17,642          | 756            | 4.3                         | 141                                 | 427            | 28            | 2                                  |
| Paper and its products                                      | 8                                     | 1,882           | 70             | 3.7                         | 16                                  | 40             | 1             | 40                                 |
| Plumbing and heating equipment and supplies                 | 4                                     | 209             | 22             | 10.5                        | 6                                   | 15             | -             | -                                  |
| All other kinds of business                                 | 17                                    | 7,438           | 580            | 7.8                         | 138                                 | 272            | 1             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                       |                 |                |                             |                                     |                |               |                                    |
| <b>BROKERS</b>  | <b>60</b>                             | <b>\$2,247</b>  | <b>705</b>     | <b>2.2</b>                  | <b>184</b>                          | <b>400</b>     | <b>6</b>      | <b>273</b>                         |
| Dry goods   | 3                                     | 1,184           | 33             | 2.8                         | 9                                   | 24             | -             | 23                                 |
| Farm products—raw materials                                 | 5                                     | 384             | 6              | 2.1                         | 2                                   | 2              | -             | -                                  |
| Farm products—consumer goods                                | 10                                    | 7,819           | 185            | 2.4                         | 36                                  | 93             | 2             | -                                  |
| Groceries and foods (except farm products)                  | 20                                    | 19,919          | 335            | 1.7                         | 85                                  | 208            | 1             | 237                                |
| Lumber and bldg. mtr'ls. (other than metal)                 | 5                                     | 123             | 8              | 6.5                         | 2                                   | 2              | 1             | 2                                  |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 571             | 19             | 2.8                         | 5                                   | 6              | 2             | -                                  |
| All other kinds of business                                 | 13                                    | 2,147           | 117            | 5.4                         | 45                                  | 65             | -             | 11                                 |
| <b>COMMISSION MERCHANTS</b>                                 | <b>72</b>                             | <b>\$7,830</b>  | <b>1,060</b>   | <b>2.8</b>                  | <b>314</b>                          | <b>544</b>     | <b>12</b>     | <b>752</b>                         |
| Farm products—raw materials                                 | 34                                    | 27,037          | 530            | 2.0                         | 146                                 | 284            | 5             | 369                                |
| Farm products—consumer goods                                | 24                                    | 4,512           | 250            | 5.5                         | 106                                 | 161            | 3             | 42                                 |
| All other kinds of business                                 | 14                                    | 6,281           | 280            | 4.5                         | 63                                  | 99             | 4             | 341                                |
| <b>MANUFACTURERS' AGENTS</b>                                | <b>138</b>                            | <b>\$5,926</b>  | <b>742</b>     | <b>5.3</b>                  | <b>219</b>                          | <b>373</b>     | <b>13</b>     | <b>266</b>                         |
| automotive products   | 4                                     | 77              | 9              | 11.7                        | 4                                   | 2              | -             | 1                                  |
| Chemicals   | 7                                     | 421             | 18             | 4.3                         | 7                                   | 9              | -             | -                                  |
| Clothing and furnishings                                    | 9                                     | 296             | 12             | 4.1                         | 1                                   | 2              | -             | -                                  |
| Dry goods   | 21                                    | (X)             | (X)            | (X)                         | (X)                                 | (X)            | (X)           | (X)                                |
| Electrical goods  | 10                                    | 615             | 45             | 7.3                         | 17                                  | 21             | -             | 2                                  |
| Furniture and house furnishings                             | 9                                     | 1,279           | 59             | 4.6                         | 14                                  | 24             | -             | -                                  |
| Groceries and foods (except farm products)                  | 3                                     | 609             | 16             | 2.6                         | 5                                   | 12             | -             | -                                  |
| Hardware  | 4                                     | (X)             | (X)            | (X)                         | (X)                                 | (X)            | (X)           | (X)                                |
| Lumber and bldg. mtr'ls. (other than metal)                 | 8                                     | 587             | 44             | 11.4                        | 9                                   | 21             | 9             | 4                                  |
| Machinery, equipment and supplies (except electrical)       | 42                                    | 2,556           | 266            | 10.4                        | 76                                  | 141            | 3             | 89                                 |
| Paper and its products                                      | 4                                     | 1,172           | 13             | 1.1                         | 3                                   | 4              | -             | -                                  |
| Plumbing and heating equipment and supplies                 | 4                                     | 298             | 49             | 16.4                        | 16                                  | 29             | 1             | 19                                 |
| All other kinds of business                                 | 13                                    | 2,591           | 148            | 5.7                         | 46                                  | 85             | -             | 135                                |
| <b>SELLING AGENTS</b>                                       | <b>34</b>                             | <b>\$2,024</b>  | <b>447</b>     | <b>5.7</b>                  | <b>81</b>                           | <b>210</b>     | <b>1</b>      | <b>115</b>                         |
| Clothing and furnishings                                    | 3                                     | 876             | 68             | 7.8                         | 12                                  | 21             | -             | -                                  |
| Coal  | 4                                     | 1,087           | 87             | 8.0                         | 16                                  | 43             | -             | 1                                  |
| Dry goods   | 7                                     | (X)             | (X)            | (X)                         | (X)                                 | (X)            | (X)           | (X)                                |
| Hardware  | 4                                     | 1,108           | 25             | 2.3                         | 5                                   | 10             | 1             | -                                  |
| Lumber and bldg. mtr'ls. (other than metal)                 | 3                                     | 333             | 30             | 9.0                         | 6                                   | 14             | -             | 15                                 |
| Machinery, equipment and supplies (except electrical)       | 3                                     | (X)             | (X)            | (X)                         | (X)                                 | (X)            | (X)           | (X)                                |
| All other kinds of business                                 | 10                                    | 4,866           | 189            | 3.9                         | 32                                  | 94             | -             | 95                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2 B.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number<br>of estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>OTHER AGENTS</b>   | 3                                     | \$4,226   | \$130          | 3.1                         | 38                                  | \$77     | \$12          | \$25                               |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| <b>BULK TANK STATIONS (petroleum)</b>                       | 31                                    | 6,143     | 1,817          | 29.6                        | 403                                 | 659      | 5             | 421                                |
| <b>CHAIN STORE WAREHOUSES</b>                               | 7                                     | 58,906    | 2,948          | 5.0                         | 941                                 | 1,445    | 4             | 6,386                              |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                        | 12                                    | 3,154     | 141            | 4.5                         | 31                                  | 67       | 3             | 564                                |
| Farm products—raw materials                                 | 9                                     | 3,105     | 133            | 4.3                         | 26                                  | 63       | 3             | 564                                |
| Farm products—consumer goods                                | 3                                     | 49        | 8              | 16.3                        | 5                                   | 4        | -             | -                                  |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   | 5                                     | 2,143     | 93             | 4.3                         | 35                                  | 45       | 1             | 161                                |
| <b>KANSAS CITY</b>  | 1,271                                 | 513,310   | 45,940         | 8.9                         | 13,023                              | 20,932   | 538           | 51,392                             |
| Wholesalers proper  | 591                                   | 136,353   | 21,497         | 15.6                        | 7,055                               | 10,363   | 240           | 34,240                             |
| Manufacturers' sales branches                               | 293                                   | 79,958    | 15,557         | 19.5                        | 3,950                               | 6,859    | 98            | 8,562                              |
| Agents and brokers  | 332                                   | 234,255   | 5,146          | 2.2                         | 1,235                               | 2,273    | 126           | 2,755                              |
| All other types   | 55                                    | 62,734    | 3,710          | 5.9                         | 763                                 | 1,437    | 74            | 5,854                              |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 14                                    | 1,090     | 416            | 38.2                        | 89                                  | 132      | 6             | 187                                |
| Toys, novelties, and fireworks                              | 4                                     | 284       | 112            | 39.1                        | 24                                  | 28       | 1             | 113                                |
| All other   | 10                                    | 806       | 304            | 37.6                        | 65                                  | 108      | 5             | 74                                 |
| Automotive products   | 48                                    | 6,150     | 1,199          | 19.5                        | 472                                 | 640      | 26            | 934                                |
| Automotive eq't., accessories and parts                     | 43                                    | 3,254     | 906            | 28.0                        | 377                                 | 500      | 5             | 834                                |
| All other   | 5                                     | 2,896     | 293            | 10.1                        | 95                                  | 140      | 21            | 100                                |
| Chemicals   | 15                                    | 1,637     | 447            | 27.3                        | 151                                 | 259      | -             | 244                                |
| Industrial chemicals  | 3                                     | 793       | 186            | 23.4                        | 77                                  | 152      | -             | 120                                |
| Paints and varnishes  | 8                                     | 684       | 205            | 30.0                        | 55                                  | 82       | -             | 107                                |
| All other   | 4                                     | 160       | 55             | 34.4                        | 19                                  | 25       | -             | 17                                 |
| Clothing and furnishings                                    | 20                                    | 2,592     | 598            | 23.1                        | 232                                 | 360      | 19            | 468                                |
| Clothing, women's and children's                            | 9                                     | 1,200     | 132            | 11.0                        | 69                                  | 63       | 1             | 225                                |
| Millinery and millinery supplies                            | 4                                     | 529       | 207            | 39.1                        | 91                                  | 119      | 18            | 14                                 |
| All other   | 7                                     | 1,063     | 259            | 24.3                        | 82                                  | 78       | -             | 238                                |
| Coal  | 7                                     | 1,993     | 184            | 9.2                         | 55                                  | 111      | 1             | 11                                 |
| Drugs and drug sundries                                     | 17                                    | 7,611     | 1,574          | 20.7                        | 504                                 | 681      | 3             | 1,431                              |
| Drugs (general lines)                                       | 7                                     | 6,749     | 1,007          | 14.9                        | 350                                 | 478      | 2             | 1,194                              |
| Drugs (specialty lines)                                     | 5                                     | 723       | 508            | 70.1                        | 126                                 | 176      | -             | 237                                |
| All other   | 5                                     | 139       | 59             | 42.4                        | 16                                  | 27       | 1             | 10                                 |
| Dry goods   | 12                                    | 4,504     | 794            | 17.6                        | 286                                 | 313      | 1             | 1,042                              |
| Dry goods (general line)                                    | 3                                     | 3,906     | 714            | 18.3                        | 263                                 | 281      | -             | 971                                |
| Fur goods   | 5                                     | 549       | 68             | 12.4                        | 18                                  | 27       | -             | 64                                 |
| All other   | 4                                     | 49        | 12             | 24.5                        | 5                                   | 5        | 1             | 7                                  |
| Electrical goods  | 21                                    | 3,534     | 880            | 24.9                        | 247                                 | 393      | 3             | 649                                |
| Electrical appliances, eq't. and supplies                   | 13                                    | 2,182     | 562            | 25.8                        | 160                                 | 259      | 2             | 423                                |
| Radios and radio equipment                                  | 5                                     | 303       | 99             | 33.0                        | 30                                  | 42       | -             | 71                                 |
| Refrigerators   | 3                                     | 1,049     | 219            | 20.9                        | 57                                  | 92       | 1             | 155                                |
| Farm products—raw materials                                 | 13                                    | 22,922    | 1,661          | 7.2                         | 230                                 | 543      | 38            | 18,152                             |
| Grain   | 8                                     | 20,225    | 1,430          | 7.1                         | 199                                 | 463      | 25            | 18,039                             |
| All other   | 5                                     | 2,627     | 181            | 6.8                         | 31                                  | 60       | 12            | 114                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>establish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALEERS PROPER (continued)                             |                                  |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 97                               | \$16,702  | \$1,516        | 9.1                         | 456                                 | \$620    | \$28          | \$402                              |
| Poultry and poultry products                                | 18                               | 1,778     | 109            |                             | 41                                  | 43       | 1             | 13                                 |
| Dairy and poultry products                                  | 5                                | 1,067     | 66             |                             | 22                                  | 36       | 2             | 21                                 |
| Fruits and vegetables (fresh)                               | 68                               | 12,763    | 1,116          |                             | 329                                 | 461      | 24            | 338                                |
| All other   | 6                                | 1,094     | 226            |                             | 64                                  | 80       | 1             | 30                                 |
| Farm supplies   | 10                               | 1,714     | 200            | 11.7                        | 154                                 | 99       | 4             | 126                                |
| Feed  | 6                                | 1,091     | 96             |                             | 33                                  | 52       | 1             | 47                                 |
| Seeds   | 4                                | 623       | 105            |                             | 121                                 | 47       | 3             | 79                                 |
| Furniture and house furnishings                             | 18                               | 3,566     | 1,437          | 39.2                        | 536                                 | 747      | 1             | 1,365                              |
| China, glassware and crockery                               | 3                                | 298       | 115            |                             | 46                                  | 71       | -             | 224                                |
| Furniture   | 3                                | 288       | 87             |                             | 28                                  | 48       | -             | 81                                 |
| House furnishings (except floor covering)                   | 9                                | 1,112     | 447            |                             | 158                                 | 216      | 1             | 267                                |
| All other   | 3                                | 1,968     | 788            |                             | 305                                 | 412      | -             | 791                                |
| Groceries and foods (except farm products)                  | 78                               | 26,060    | 4,019          | 15.4                        | 1,348                               | 2,095    | 25            | 5,531                              |
| Groceries (general line)                                    | 14                               | 14,756    | 1,540          |                             | 688                                 | 1,046    | 3             | 2,856                              |
| Confectionery and soft drinks                               | 9                                | 1,380     | 154            |                             | 46                                  | 78       | 1             | 42                                 |
| Fish and sea foods  | 3                                | 687       | 222            |                             | 53                                  | 57       | -             | 78                                 |
| Meats and meat products                                     | 9                                | 1,688     | 350            |                             | 142                                 | 210      | 4             | 124                                |
| Other food and grocery specialties                          | 43                               | 7,599     | 1,773          |                             | 422                                 | 705      | 15            | 722                                |
| Hardware  | 12                               | 5,841     | 1,321          | 22.6                        | 498                                 | 788      | 7             | 1,911                              |
| Hardware (general line)                                     | 8                                | 5,615     | 1,274          |                             | 473                                 | 771      | 6             | 1,769                              |
| Hardware (specialty lines)                                  | 4                                | 226       | 47             |                             | 25                                  | 17       | 1             | 142                                |
| Jewelry and optical goods                                   | 15                               | 905       | 363            | 40.1                        | 157                                 | 172      | 1             | 418                                |
| Jewelry (general line)                                      | 7                                | 363       | 90             |                             | 27                                  | 14       | 1             | 277                                |
| Optical goods   | 5                                | 489       | 250            |                             | 122                                 | 134      | -             | 103                                |
| All other   | 3                                | 63        | 23             |                             | 8                                   | 24       | -             | 33                                 |
| Lumber and building materials (other than<br>metal)         | 26                               | 5,861     | 598            | 10.2                        | 193                                 | 350      | 13            | 400                                |
| Lumber and millwork   | 21                               | 5,662     | 519            |                             | 169                                 | 507      | 6             | 360                                |
| All other   | 5                                | 199       | 79             |                             | 24                                  | 43       | 6             | 40                                 |
| Machinery, equipment and supplies (except<br>electrical)    | 49                               | 4,556     | 1,091          | 23.9                        | 366                                 | 487      | 17            | 1,002                              |
| Construction machinery, eqp't. & supplies                   | 4                                | 1,370     | 186            |                             | 61                                  | 52       | 4             | 176                                |
| Farm and dairy machinery and equipment                      | 4                                | 546       | 104            |                             | 29                                  | 41       | 1             | 58                                 |
| Industrial machinery, eqp't. and supplies                   | 17                               | 1,155     | 272            |                             | 101                                 | 135      | 11            | 320                                |
| Mill and mine supplies (general line)                       | 4                                | 359       | 84             |                             | 28                                  | 41       | 8             | 181                                |
| All other   | 13                               | 796       | 188            |                             | 73                                  | 94       | 3             | 139                                |
| Professional equipment and supplies                         | 6                                | 380       | 102            |                             | 42                                  | 61       | 1             | 156                                |
| Service equipment and supplies                              | 10                               | 805       | 346            |                             | 100                                 | 154      | -             | 238                                |
| Barber and beauty parlor                                    | 5                                | 627       | 276            |                             | 75                                  | 131      | -             | 173                                |
| All other   | 5                                | 178       | 70             |                             | 25                                  | 23       | -             | 59                                 |
| All other machinery, eqp't. and supplies                    | 8                                | 300       | 81             |                             | 33                                  | 44       | -             | 60                                 |
| Metals (except scrap)                                       | 7                                | 1,144     | 322            | 28.1                        | 93                                  | 177      | 50            | 78                                 |
| Paper and its products                                      | 20                               | 2,994     | 712            | 23.8                        | 240                                 | 452      | 5             | 606                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                        | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Percent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALE PROPER (continued)</b>                         |                                       |           |                |                        |                                     |          |               |                                    |
| Petroleum and its products                                  | 11                                    | \$1,581   | \$228          | 14.4                   | 44                                  | \$86     | \$1           | \$28                               |
| Plumbing and heating equipment and supplies                 | 12                                    | 1,251     | 589            | 51.6                   | 157                                 | 183      | 2             | 538                                |
| Plumbing and heating eq't. (general line)                   | 9                                     | 1,001     | 509            |                        | 114                                 | 148      | 1             | 447                                |
| All other   | 3                                     | 230       | 80             |                        | 23                                  | 35       | 1             | 91                                 |
| Tobacco and its products (except leaf)                      | 11                                    | 8,943     | 826            | 9.2                    | 206                                 | 369      | -             | 372                                |
| Waste materials   | 22                                    | 906       | 198            | 21.9                   | 126                                 | 86       | 6             | 67                                 |
| Iron and steel scrap  | 4                                     | 262       | 36             |                        | 24                                  | 12       | 1             | 27                                 |
| Junk and scrap (general line)                               | 10                                    | 172       | 37             |                        | 21                                  | 26       | 5             | 17                                 |
| Waste paper, rags and rubber                                | 8                                     | 472       | 125            |                        | 61                                  | 49       | -             | 23                                 |
| All other products  | 36                                    | 2,226     | 524            | 23.5                   | 244                                 | 313      | 7             | 280                                |
| Flowers and nursery stock                                   | 4                                     | 209       | 40             |                        | 16                                  | 17       | 2             | 15                                 |
| Forest products (except lumber)                             | 5                                     | 57        | 20             |                        | 12                                  | 12       | 1             | 14                                 |
| Leather   | 4                                     | 210       | 59             |                        | 22                                  | 29       | -             | 72                                 |
| Leather goods   | 3                                     | 136       | 31             |                        | 11                                  | 17       | -             | 24                                 |
| Newspapers and magazines                                    | 3                                     | 815       | 209            |                        | 122                                 | 147      | -             | 87                                 |
| Wines and spirits liquors                                   | 5                                     | 108       | 8              |                        | 6                                   | 6        | -             | 13                                 |
| Miscellaneous kinds of business                             | 14                                    | 691       | 167            |                        | 55                                  | 86       | 4             | 55                                 |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                        |                                     |          |               |                                    |
| <b>WITH STOCKS</b>  |                                       |           |                |                        |                                     |          |               |                                    |
| Amusement and sporting goods                                | 8                                     | 2,182     | 576            | 27.0                   | 232                                 | 347      | 1             | 274                                |
| Automotive products   | 19                                    | 9,309     | 1,250          | 13.4                   | 284                                 | 335      | 8             | 820                                |
| Chemicals   | 13                                    | 2,107     | 752            | 34.7                   | 169                                 | 298      | -             | 284                                |
| Clothing and furnishings                                    | 3                                     | 450       | 138            | 30.7                   | 46                                  | 87       | 5             | 57                                 |
| Drugs and drug sundries                                     | 8                                     | 5,141     | 1,558          | 30.3                   | 357                                 | 700      | -             | 562                                |
| Electrical goods  | 15                                    | 4,666     | 721            | 15.5                   | 209                                 | 382      | 9             | 614                                |
| Farm products—consumer goods                                | 7                                     | 3,081     | 382            | 12.4                   | 111                                 | 210      | 3             | 66                                 |
| Furniture and house furnishings                             | 6                                     | 1,777     | 396            | 21.7                   | 94                                  | 224      | 28            | 341                                |
| Groceries and foods (except farm products)                  | 29                                    | 18,371    | 3,679          | 18.9                   | 622                                 | 1,134    | 3             | 613                                |
| Lumber and building materials (other than metal)            | 3                                     | 556       | 133            | 23.9                   | 49                                  | 66       | 11            | 87                                 |
| Machinery, equipment and supplies (except electrical)       | 58                                    | 7,179     | 2,672          | 35.8                   | 779                                 | 1,170    | 11            | 4,215                              |
| Metals (except scrap)                                       | 4                                     | 698       | 68             | 9.7                    | 21                                  | 29       | -             | 90                                 |
| Paper and its products                                      | 5                                     | 528       | 119            | 22.5                   | 46                                  | 71       | -             | 50                                 |
| Plumbing and heating equipment and supplies                 | 9                                     | 1,886     | 461            | 24.4                   | 116                                 | 195      | 2             | 204                                |
| All other kinds of business                                 | 12                                    | 5,449     | 1,015          | 18.6                   | 313                                 | 474      | 5             | 584                                |
| <b>WITHOUT STOCKS</b>                                       |                                       |           |                |                        |                                     |          |               |                                    |
| Amusement and sporting goods                                | 94                                    | 16,038    | 1,897          | 11.8                   | 622                                 | 941      | 12            | 1                                  |
| Automotive products   | 3                                     | 763       | 161            | 21.1                   | 53                                  | 82       | -             | -                                  |
| Dry goods   | 5                                     | 89        | 16             | 23.7                   | 7                                   | 9        | -             | -                                  |
| Electrical goods  | 6                                     | 269       | 58             | 21.6                   | 31                                  | 39       | -             | -                                  |
| Furniture and house furnishings                             | 6                                     | 682       | 92             | 15.8                   | 23                                  | 49       | -             | 1                                  |
| Groceries and foods (except farm products)                  | 8                                     | 786       | 81             | 10.3                   | 16                                  | 49       | -             | -                                  |
| Lumber and building materials (other than metal)            | 5                                     | 2,655     | 509            | 11.6                   | 60                                  | 134      | -             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 1,895     | 256            | 18.4                   | 48                                  | 180      | 1             | -                                  |
| Metals (except scrap)                                       | 34                                    | 2,898     | 279            | 9.6                    | 70                                  | 118      | 2             | -                                  |
| Paper and its products                                      | 8                                     | 2,667     | 202            | 7.6                    | 38                                  | 100      | 9             | -                                  |
| Plumbing and heating equipment and supplies                 | 6                                     | 825       | 114            | 13.7                   | 11                                  | 28       | -             | -                                  |
| All other kinds of business                                 | 29                                    | 3,129     | 331            | 10.6                   | 165                                 | 208      | -             | -                                  |

## WHOLESALE DISTRIBUTION: 1933

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Census of  
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Table 2B.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| AGENTS AND BROKERS  |                                       |           |                |                             |                                     |          |               |                                    |
| BROKERS   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 51                                    | \$47,479  | \$751          | 1.6                         | 161                                 | \$393    | \$2           | \$102                              |
| Farm products—consumer goods                                | 8                                     | 7,985     | 30             | 0.4                         | 6                                   | 11       | 1             | -                                  |
| Groceries and foods (except farm products)                  | 10                                    | 5,217     | 99             | 1.9                         | 14                                  | 32       | -             | 84                                 |
| Lumber and building materials (other than metal)            | 23                                    | 31,650    | 448            | 1.4                         | 120                                 | 264      | -             | 15                                 |
| Petroleum and its products                                  | 4                                     | 1,066     | 73             | 6.8                         | 18                                  | 41       | -             | -                                  |
| All other kinds of business                                 | 3                                     | 1,113     | 83             | 7.5                         | 17                                  | 37       | 1             | 3                                  |
|   | 3                                     | 346       | 18             | 5.2                         | 6                                   | 8        | -             | -                                  |
| COMMISSION MERCHANTS  | 210                                   | 172,740   | 3,472          | 2.0                         | 778                                 | 1,793    | 107           | 2,404                              |
| Farm products—raw materials                                 | 185                                   | 170,698   | 3,298          | 1.9                         | 731                                 | 1,727    | 104           | 2,275                              |
| Farm products—consumer goods                                | 8                                     | 1,409     | 75             | 5.3                         | 21                                  | 25       | 1             | 12                                 |
| Farm supplies   | 14                                    | 860       | 74             | 8.6                         | 15                                  | 19       | 2             | 2                                  |
| All other kinds of business                                 | 3                                     | 772       | 25             | 3.2                         | 11                                  | 12       | -             | 155                                |
| MANUFACTURERS' AGENTS                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 56                                    | 6,964     | 572            | 8.2                         | 196                                 | 318      | 15            | 224                                |
| Chemicals   | 6                                     | 256       | 33             | 12.9                        | 12                                  | 14       | 1             | 3                                  |
| Clothing and furnishings                                    | 5                                     | 1,186     | 93             | 7.8                         | 25                                  | 49       | 1             | 67                                 |
| Electrical goods  | 5                                     | 456       | 21             | 4.6                         | 7                                   | 8        | 1             | 6                                  |
| Groceries and foods (except farm products)                  | 3                                     | 112       | 2              | 1.8                         | -                                   | -        | -             | -                                  |
| Lumber and building materials (other than metal)            | 2                                     | 1,064     | 13             | 1.2                         | 4                                   | 4        | -             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 1,182     | 93             | 7.9                         | 43                                  | 72       | 10            | -                                  |
| Plumbing and heating eq't. and supplies                     | 3                                     | 718       | 109            | 15.2                        | 29                                  | 37       | 1             | 16                                 |
| All other kinds of business                                 | 10                                    | 1,911     | 197            | 10.3                        | 72                                  | 120      | -             | 131                                |
| SELLING AGENTS  | 10                                    | 5,648     | 290            | 5.1                         | 57                                  | 149      | 2             | -                                  |
| Coal  | 4                                     | 3,707     | 241            | 6.5                         | 46                                  | 126      | 1             | -                                  |
| All other kinds of business                                 | 6                                     | 1,941     | 49             | 2.5                         | 11                                  | 23       | 1             | -                                  |
| OTHER AGENTS  | 5                                     | 424       | 60             | 14.2                        | 23                                  | 30       | -             | 6                                  |
| ALL OTHER TYPES   |                                       |           |                |                             |                                     |          |               |                                    |
| BULK TANK STATIONS (petroleum)                              | 27                                    | 9,761     | 1,183          | 12.1                        | 340                                 | 497      | 6             | 261                                |
| CHAIN STORE ENTERPRISES                                     | 8                                     | 29,802    | 868            | 2.9                         | 182                                 | 406      | 7             | 116                                |
| Groceries and foods (except farm products)                  | 5                                     | 20,647    | 736            | 3.6                         | 128                                 | 340      | 7             | 360                                |
| All other kinds of business                                 | 3                                     | 9,155     | 132            | 1.4                         | 44                                  | 65       | -             | 156                                |
| ASSEMBLERS AND COUNTRY BUYERS                               | 11                                    | 1,217     | 42             | 3.5                         | 14                                  | 17       | 5             | 55                                 |
| Farm products—raw materials                                 | 5                                     | 1,032     | 21             | 2.0                         | 7                                   | 9        | 4             | 10                                 |
| All other kinds of business                                 | 6                                     | 185       | 21             | 11.4                        | 7                                   | 8        | 1             | 45                                 |
| COOPERATIVE MARKETING ASSOCIATIONS                          | 6                                     | 18,984    | 1,065          | 5.6                         | 157                                 | 279      | 60            | 4,729                              |
| OTHER TYPES   | 3                                     | 2,970     | 552            | 18.6                        | 70                                  | 139      | -             | 277                                |



## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS  
For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                        | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Percent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 50,000 TO 100,000 POPULATION                      |                                       |           |                |                        |                                     |          |               |                                    |
| ST. JOSEPH  |                                       |           |                |                        |                                     |          |               |                                    |
|   | 131                                   | \$34,025  | \$3,830        | 11.3                   | 1,418                               | \$1,773  | \$46          | \$5,045                            |
| Wholesalers proper  | 92                                    | 19,336    | 2,940          | 15.2                   | 1,118                               | 1,325    | 43            | 4,752                              |
| Manufacturers' sales branches                               | 14                                    | 4,585     | 492            | 10.7                   | 149                                 | 200      | 1             | 198                                |
| Agents and brokers  | 9                                     | 8,947     | 134            | 1.5                    | 36                                  | 83       | 1             | 2                                  |
| All other types   | 16                                    | 1,167     | 264            | 22.6                   | 115                                 | 165      | 1             | 93                                 |
| WHOLESALE PROPER  |                                       |           |                |                        |                                     |          |               |                                    |
| Automotive products   | 4                                     | 437       | 148            | 33.9                   | 48                                  | 83       | 1             | 134                                |
| Chemicals   | 3                                     | 712       | 91             | 12.8                   | 40                                  | 36       | -             | 111                                |
| Clothing and furnishings                                    | 3                                     | 258       | 48             | 18.6                   | 16                                  | 24       | -             | 126                                |
| Drugs and drug sundries                                     | 3                                     | 1,153     | 234            | 20.3                   | 89                                  | 107      | -             | 295                                |
| Dry goods   | 3                                     | 3,418     | 537            | 15.6                   | 244                                 | 273      | -             | 946                                |
| Farm products—raw materials                                 | 3                                     | 404       | 144            | 35.6                   | 25                                  | 47       | 8             | 905                                |
| Farm products—consumer goods                                | 9                                     | 322       | 65             | 20.2                   | 20                                  | 25       | 3             | 8                                  |
| Farm supplies   | 5                                     | 1,485     | 112            | 7.5                    | 40                                  | 53       | 3             | 214                                |
| Furniture and furnishings                                   | 3                                     | 126       | 40             | 31.7                   | 17                                  | 17       | 1             | 55                                 |
| Groceries and foods (except farm products)                  | 15                                    | 4,371     | 511            | 11.7                   | 250                                 | 257      | 2             | 553                                |
| Lumber and building materials (other than metal)            | 6                                     | 565       | 116            | 20.5                   | 52                                  | 50       | 5             | 210                                |
| Machinery, equipment and supplies (except electrical)       | 5                                     | 363       | 91             | 25.1                   | 26                                  | 36       | -             | 57                                 |
| Paper and its products                                      | 6                                     | 361       | 115            | 30.2                   | 43                                  | 50       | 4             | 112                                |
| Waste materials   | 7                                     | 199       | 83             | 41.7                   | 28                                  | 31       | 9             | 28                                 |
| All other kinds of business 1/                              | 17                                    | 5,542     | 609            | 11.0                   | 180                                 | 236      | 7             | 997                                |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                        |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 7                                     | 3,613     | 288            | 8.0                    | 57                                  | 93       | -             | 30                                 |
| All other kinds of business 2/                              | 7                                     | 972       | 204            | 21.0                   | 92                                  | 107      | 1             | 168                                |
| AGENTS AND BROKERS  |                                       |           |                |                        |                                     |          |               |                                    |
| Farm products—raw materials                                 | 5                                     | 7,768     | 91             | 1.2                    | 27                                  | 51       | 1             | -                                  |
| All other kinds of business 3/                              | 4                                     | 1,179     | 43             | 3.6                    | 9                                   | 32       | -             | 2                                  |
| ALL OTHER TYPES   |                                       |           |                |                        |                                     |          |               |                                    |
| Petroleum and its products                                  | 10                                    | 1,036     | 251            | 24.2                   | 111                                 | 160      | 1             | 92                                 |
| All other kinds of business 4/                              | 6                                     | 131       | 13             | 9.9                    | 4                                   | 5        | -             | 1                                  |
| SPRINGFIELD   |                                       |           |                |                        |                                     |          |               |                                    |
|   | 151                                   | 23,138    | 3,064          | 13.2                   | 1,258                               | 1,646    | 27            | 7,277                              |
| Wholesalers proper  | 90                                    | 11,503    | 1,943          | 16.9                   | 758                                 | 1,100    | 15            | 2,530                              |
| Manufacturers' sales branches                               | 14                                    | 2,399     | 289            | 12.0                   | 116                                 | 152      | -             | 244                                |
| Agents and brokers  | 14                                    | 4,290     | 80             | 1.9                    | 29                                  | 38       | 3             | -                                  |
| All other types   | 33                                    | 4,946     | 752            | 15.2                   | 355                                 | 356      | 5             | 503                                |
| WHOLESALE PROPER  |                                       |           |                |                        |                                     |          |               |                                    |
| Automotive products   | 9                                     | 1,025     | 274            | 26.7                   | 118                                 | 159      | -             | 361                                |
| Dry goods   | 3                                     | 498       | 93             | 18.7                   | 34                                  | 61       | -             | 168                                |
| Farm products—consumer goods                                | 14                                    | 1,562     | 150            | 9.6                    | 61                                  | 81       | 6             | 24                                 |
| Farm supplies   | 7                                     | 1,411     | 176            | 12.5                   | 87                                  | 95       | 1             | 378                                |
| Groceries and foods (except farm products)                  | 16                                    | 2,990     | 411            | 13.7                   | 171                                 | 269      | 1             | 507                                |
| Lumber and building materials (other than metal)            | 3                                     | 227       | 54             | 23.8                   | 24                                  | 33       | 1             | 92                                 |

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Table 28.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>establish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALESAERS PROPER (continued)</b>                    |                                  |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (except electrical)       | 11                               | \$612     | \$115          | 18.8                        | 38                                  | \$64     | \$ -          | \$100                              |
| Petroleum and its products                                  | 4                                | 164       | 66             | 40.2                        | 22                                  | 33       | 1             | 19                                 |
| Plumbing and heating equipment and supplies                 | 3                                | 433       | 137            | 31.6                        | 29                                  | 43       | -             | 97                                 |
| Waste materials   | 4                                | 68        | 21             | 30.9                        | 16                                  | 14       | -             | 65                                 |
| All other kinds of business <u>E</u>                        | 16                               | 2,513     | 446            | 17.7                        | 168                                 | 248      | 5             | 719                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                  |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 4                                | 201       | 47             | 23.4                        | 17                                  | 23       | -             | 4                                  |
| Machinery, equipment and supplies (except electrical)       | 4                                | 1,005     | 132            | 13.1                        | 42                                  | 68       | -             | 219                                |
| All other kinds of business <u>E</u>                        | 6                                | 1,193     | 110            | 9.2                         | 57                                  | 66       | -             | 21                                 |
| <b>AGENTS AND BROKERS</b>                                   |                                  |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 10                               | 3,234     | 63             | 1.9                         | 23                                  | 33       | 2             | -                                  |
| All other kinds of business <u>I</u>                        | 4                                | 1,056     | 17             | 1.6                         | 6                                   | 5        | 1             | -                                  |
| <b>ALL OTHER TYPES</b>                                      |                                  |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 8                                | 2,929     | 350            | 11.9                        | 227                                 | 172      | 3             | 106                                |
| Petroleum and its products                                  | 21                               | 1,189     | 358            | 30.1                        | 112                                 | 162      | 1             | 130                                |
| All other kinds of business <u>G</u>                        | 4                                | 828       | 44             | 5.3                         | 16                                  | 22       | 1             | 267                                |
| <b>CITIES OF 20,000 TO 50,000 POPULATION</b>                |                                  |           |                |                             |                                     |          |               |                                    |
| <b>HANNIBAL</b>   |                                  |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 34                               | 1,795     | 395            | 22.0                        | 111                                 | 200      | 11            | 171                                |
| All other types   | 21                               | 1,170     | 277            | 23.7                        | 77                                  | 139      | 5             | 141                                |
| Farm products—consumer goods                                | 13                               | 625       | 118            | 18.9                        | 34                                  | 61       | 6             | 30                                 |
| Groceries and foods (except farm products)                  | 8                                | 592       | 155            | 26.2                        | 36                                  | 81       | 3             | 16                                 |
| Petroleum and its products                                  | 7                                | 547       | 54             | 9.9                         | 28                                  | 34       | -             | 49                                 |
| All other   | 7                                | 293       | 71             | 24.2                        | 17                                  | 41       | 1             | 24                                 |
| Jefferson City  | 12                               | 363       | 115            | 31.7                        | 32                                  | 44       | 7             | 82                                 |
| <b>JEFFERSON CITY</b>                                       |                                  |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 25                               | 1,765     | 304            | 17.2                        | 100                                 | 118      | 3             | 195                                |
| All other types   | 13                               | 1,151     | 156            | 13.6                        | 64                                  | 69       | 2             | 168                                |
| Farm products—consumer goods                                | 12                               | 614       | 148            | 24.1                        | 56                                  | 49       | 1             | 27                                 |
| Groceries and foods (except farm products)                  | 3                                | 387       | 71             | 21.1                        | 25                                  | 25       | 1             | 13                                 |
| Petroleum and its products                                  | 5                                | 796       | 52             | 6.5                         | 26                                  | 32       | -             | 114                                |
| All other   | 8                                | 444       | 115            | 25.4                        | 31                                  | 43       | -             | 27                                 |
| Wholesalers proper  | 9                                | 188       | 46             | 24.5                        | 18                                  | 18       | 2             | 41                                 |
| <b>JOPLIN</b>   |                                  |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 104                              | 15,453    | 2,192          | 14.2                        | 720                                 | 990      | 30            | 1,987                              |
| All other types   | 62                               | 6,880     | 1,206          | 17.5                        | 474                                 | 572      | 27            | 1,469                              |
| Farm products—raw materials                                 | 42                               | 8,578     | 986            | 11.5                        | 246                                 | 418      | 3             | 518                                |
| Farm products—consumer goods                                | 6                                | 2,762     | 61             | 2.2                         | 31                                  | 28       | 1             | 3                                  |
| Groceries and foods (except farm products)                  | 9                                | 988       | 168            | 17.0                        | 64                                  | 70       | 8             | 20                                 |
| Petroleum and its products                                  | 17                               | 3,830     | 438            | 11.4                        | 181                                 | 223      | 5             | 741                                |
| All other   | 15                               | 636       | 154            | 24.2                        | 54                                  | 73       | 2             | 97                                 |
| Jefferson City  | 57                               | 7,237     | 1,371          | 18.9                        | 390                                 | 596      | 14            | 1,126                              |

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Table 2B.—STATE OF MISSOURI WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales     | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL     |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|---------------|----------------|-----------------------------|-------------------------------------|--------------|---------------|------------------------------------|
|   |                                       |               | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total        | Part-<br>time |                                    |
| CITIES OF 20,000 TO 50,000 POPULATION (continued)           |                                       |               |                |                             |                                     |              |               |                                    |
| <b>SEDALIA</b>  | 46                                    | \$5,571       | \$618          | 17.5                        | 221                                 | \$256        | \$11          | \$269                              |
| Wholesalers proper  | 29                                    | 2,153         | 442            | 20.7                        | 164                                 | 169          | 8             | 274                                |
| All other types   | 19                                    | 1,438         | 176            | 12.2                        | 57                                  | 87           | 3             | 35                                 |
| Farm products—raw materials                                 | 3                                     | 659           | 12             | 1.8                         | 3                                   | 4            | 1             | 5                                  |
| Farm products—consumer goods                                | 13                                    | 1,225         | 265            | 21.6                        | 94                                  | 99           | 4             | 21                                 |
| Groceries and foods (except farm products)                  | 6                                     | 897           | 92             | 10.3                        | 36                                  | 46           | -             | 122                                |
| Petroleum and its products                                  | 13                                    | 441           | 122            | 27.7                        | 41                                  | 61           | -             | 29                                 |
| All other   | 13                                    | 349           | 127            | 36.4                        | 47                                  | 44           | 6             | 92                                 |
| <b>UNIVERSITY CITY</b>                                      | 16                                    | 1,391         | 356            | 25.6                        | 104                                 | 173          | 18            | 236                                |
| Wholesalers proper  | 12                                    | 1,225         | 325            | 26.5                        | 89                                  | 161          | 18            | 236                                |
| All other types   | 4                                     | 166           | 31             | 18.7                        | 15                                  | 12           | -             | -                                  |
| CITIES OF 5,000 TO 20,000 POPULATION                        |                                       |               |                |                             |                                     |              |               |                                    |
| <b>Total</b>  | <b>435</b>                            | <b>25,105</b> | <b>4,271</b>   | <b>17.0</b>                 | <b>1,573</b>                        | <b>2,027</b> | <b>99</b>     | <b>2,394</b>                       |
| BOONVILLE   | 21                                    | 988           | 155            | 15.7                        | 73                                  | 78           | 6             | 108                                |
| BROOKFIELD  | 18                                    | 548           | 74             | 13.5                        | 28                                  | 41           | 2             | 41                                 |
| CAPE GIRARDEAU  | 27                                    | 2,124         | 362            | 17.0                        | 109                                 | 143          | 5             | 292                                |
| CARLETON  | 19                                    | 829           | 130            | 15.7                        | 88                                  | 64           | 2             | 46                                 |
| CHILLICOTHE   | 24                                    | 1,502         | 229            | 15.2                        | 98                                  | 127          | 11            | 140                                |
| CLAYTON   | 3                                     | 689           | 211            | 30.6                        | 41                                  | 81           | 3             | 35                                 |
| CLINTON   | 21                                    | 1,217         | 157            | 12.9                        | 49                                  | 88           | 17            | 99                                 |
| COLUMBIA  | 41                                    | 2,329         | 505            | 21.7                        | 180                                 | 218          | 16            | 239                                |
| DE SOTO   | 7                                     | 363           | 51             | 14.0                        | 16                                  | 20           | -             | 25                                 |
| FULTON  | 13                                    | 444           | 73             | 16.4                        | 33                                  | 38           | 2             | 24                                 |
| INDEPENDENCE  | 12                                    | 1,072         | 152            | 14.2                        | 54                                  | 85           | -             | 48                                 |
| KIRKSVILLE  | 23                                    | 1,267         | 160            | 12.6                        | 70                                  | 83           | 12            | 143                                |
| KIRKWOOD  | 3                                     | 399           | 89             | 22.3                        | 14                                  | 26           | -             | 30                                 |
| MAPLEWOOD   | 10                                    | 572           | 106            | 18.5                        | 49                                  | 57           | 1             | 54                                 |
| MARSHALL  | 20                                    | 895           | 114            | 12.7                        | 56                                  | 64           | 3             | 156                                |
| MARYVILLE   | 18                                    | 956           | 92             | 9.6                         | 37                                  | 46           | 1             | 71                                 |
| MEXICO  | 17                                    | 572           | 105            | 18.4                        | 31                                  | 46           | 2             | 42                                 |
| MOBERLY   | 26                                    | 2,437         | 345            | 14.2                        | 103                                 | 199          | 5             | 122                                |
| NEADA   | 24                                    | 341           | 61             | 17.9                        | 20                                  | 30           | 1             | 28                                 |
| POPULAR BLUFF   | 24                                    | 1,065         | 154            | 14.5                        | 72                                  | 81           | 2             | 140                                |
| RICHMOND HEIGHTS  | 2                                     | 25            | 6              | 24.0                        | -                                   | 2            | 2             | 1                                  |
| ST. CHARLES   | 10                                    | 597           | 134            | 22.4                        | 42                                  | 69           | 1             | 55                                 |
| SILVERTON   | 14                                    | 2,401         | 586            | 24.4                        | 228                                 | 230          | 2             | 289                                |
| TELFORD   | 14                                    | 514           | 70             | 13.6                        | 31                                  | 40           | 1             | 78                                 |
| WARRENSBURG   | 9                                     | 193           | 45             | 23.3                        | 12                                  | 24           | -             | 11                                 |
| WASHINGTON  | 3                                     | 150           | 25             | 16.7                        | 10                                  | 14           | 1             | 9                                  |
| WEBB CITY   | 9                                     | 466           | 61             | 13.1                        | 22                                  | 27           | 3             | 53                                 |
| WEBSTER GROVES  | 3                                     | 150           | 18             | 12.0                        | 7                                   | 6            | -             | 8                                  |

- 1/ Includes 2 establishments dealing in amusement and sporting goods; 2 in coal; 1 in electrical goods; 2 in petroleum and its products; 2 in plumbing and heating equipment and supplies; 2 in tobacco and its products (except leaf); and 6 in all other products.
- 2/ Includes 2 establishments dealing in farm products—consumer goods; 1 in jewelry and optical goods; 2 in machinery, equipment and supplies (except electrical); 1 in petroleum and its products; and 1 in all other products.
- 3/ Includes 1 establishment dealing in farm products—consumer goods; 1 in farm supplies; and 2 in groceries and foods (except farm products).
- 4/ Includes 1 establishment dealing in farm products—raw materials; and 5 in farm products—consumer goods.
- 5/ Includes 1 establishment dealing in clothing and furnishings; 2 in drugs and drug sundries; 2 in electrical goods; 1 in farm products—raw materials; 1 in furniture and house furnishings; 2 in hardware; 1 in paper; and its products; 1 in tobacco and its products (except leaf); and 5 in all other products.



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Table 3.—STATE OF MISSOURI RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                   | RECEIPTS FROM—       |                                  |              |                          |               |                          |
|---|--------------------------|-----------------|----------------|-------------------|----------------------|----------------------------------|--------------|--------------------------|---------------|--------------------------|
|   |                          |                 | Amount         | Per cent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental |                          | Other sources |                          |
|   |                          |                 |                |                   |                      |                                  | Amount       | Number of establishments | Amount        | Number of establishments |
| Total for State                                       | 6,107                    | \$1,444,356     | \$157,999      | 10.9              | \$1,436,446          | \$2,533                          | 30           | \$69                     | 94            | \$5,308                  |
| Amusement and sporting goods                          | 62                       | 8,497           | 2,353          | 27.7              | 3,953                | -                                | -            | -                        | 21            | 1/ 4,544                 |
| Automotive products                                   | 219                      | 33,837          | 6,333          | 18.7              | 33,240               | 574                              | 1            | 2                        | 3             | 21                       |
| Chemicals   | 104                      | 15,627          | 3,562          | 22.8              | 15,611               | 7                                | 1            | 2                        | 1             | 7                        |
| Clothing and furnishings                              | 145                      | 112,365         | 13,774         | 12.3              | 112,353              | -                                | -            | -                        | 5             | 12                       |
| Coal  | 74                       | 13,393          | 1,353          | 10.1              | 13,385               | -                                | 2            | 6                        | 1             | 2                        |
| Drugs and drug sundries                               | 70                       | 30,348          | 5,700          | 18.8              | 30,345               | -                                | 1            | 1                        | 1             | 2                        |
| Dry goods   | 103                      | 95,838          | 8,606          | 9.0               | 95,837               | -                                | 1            | 1                        | -             | -                        |
| Electrical goods                                      | 123                      | 24,994          | 4,686          | 18.7              | 24,172               | 822                              | -            | -                        | -             | -                        |
| Farm products—raw materials                           | 542                      | 331,636         | 11,459         | 3.5               | 331,245              | 363                              | 1            | 1                        | 8             | 29                       |
| Farm products—consumer goods                          | 1,039                    | 118,167         | 11,765         | 10.0              | 118,099              | 24                               | 3            | 4                        | 7             | 40                       |
| Farm supplies   | 144                      | 14,300          | 1,620          | 11.3              | 14,188               | 109                              | -            | 3                        | -             | -                        |
| Furniture and house furnishings                       | 89                       | 15,855          | 3,051          | 19.2              | 15,831               | 23                               | -            | -                        | 1             | 1                        |
| Groceries and foods (except farm products)            | 666                      | 255,393         | 24,570         | 9.6               | 255,268              | 2                                | 3            | 19                       | 8             | 94                       |
| Hardware  | 41                       | 26,563          | 5,704          | 21.5              | 26,561               | -                                | -            | -                        | 1             | 2                        |
| Jewelry and optical goods                             | 46                       | 5,267           | 1,441          | 27.4              | 5,244                | 23                               | -            | -                        | -             | -                        |
| Lumber and building materials (other than metal)      | 180                      | 29,932          | 4,773          | 15.9              | 29,921               | -                                | 2            | 2                        | 1             | 9                        |
| Machinery, equipment and supplies (except electrical) | 466                      | 46,095          | 11,154         | 24.2              | 45,225               | 367                              | 2            | 2                        | 24            | 2/ 471                   |
| Metals (except scrap)                                 | 80                       | 35,067          | 3,117          | 8.9               | 35,067               | -                                | -            | -                        | -             | -                        |
| Paper and its products                                | 112                      | 19,911          | 3,622          | 18.2              | 19,870               | 1                                | 2            | 2                        | 2             | 38                       |
| Petroleum and its products                            | 1,282                    | 56,956          | 11,676         | 20.5              | 56,883               | 39                               | 7            | 15                       | 2             | 19                       |
| Plumbing and heating equipment and supplies           | 77                       | 7,621           | 2,005          | 26.3              | 7,594                | 20                               | 1            | 1                        | 1             | 6                        |
| Tobacco and its products (except leaf)                | 66                       | 98,572          | 7,804          | 7.9               | 98,569               | 1                                | -            | -                        | 2             | 2                        |
| Waste materials                                       | 99                       | 5,312           | 1,035          | 19.5              | 5,310                | 2                                | -            | -                        | -             | -                        |
| All other kinds of business                           | 278                      | 42,828          | 6,836          | 16.0              | 42,675               | 136                              | 3            | 8                        | 5             | 9                        |

1/ Includes 20 exchanges dealing in motion picture films, with income from film rentals of \$4,534,000.

2/ Includes 15 establishments dealing in machinery, equipment and supplies with receipts from machine rentals amounting to \$406,000.

## WHOLESALE DISTRIBUTION: 1933

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Table 4.—STATE OF MISSOURI CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |             | ESTABLISHMENTS REPORTING CREDIT SALES |                                       |           |                                       |              |                                       |                    |                |                  |
|---|--------------------|-------------|---------------------------------------|---------------------------------------|-----------|---------------------------------------|--------------|---------------------------------------|--------------------|----------------|------------------|
|   | Number             | Net sales   | Number                                | Percent of total for kind of business | Net sales | Percent of total for kind of business | Credit sales |                                       |                    | Total Expenses |                  |
|   |                    |             |                                       |                                       |           |                                       | Amount       | Percent of sales                      |                    | Amount         | Percent of sales |
|   |                    |             |                                       |                                       |           |                                       |              | Establishments reporting credit sales | All establishments |                |                  |
| Total for State                           | 6,107              | \$1,444,356 | 4,083                                 | 66.9                                  | \$896,049 | 82.0                                  | \$785,010    | 87.6                                  | 54.4               | \$129,497      | 14.5             |
| WHOLESALESA PROPER                        |                    |             |                                       |                                       |           |                                       |              |                                       |                    |                |                  |
| Total                                     | 2,682              | 496,433     | 1,943                                 | 72.4                                  | 413,305   | 83.3                                  | 348,986      | 84.4                                  | 70.3               | 67,747         | 16.9             |
| Amusement and sporting goods              | 36                 | 1,902       | 25                                    | 69.4                                  | 1,577     | 87.5                                  | 995          | 56.8                                  | 49.7               | 568            | 36.0             |
| Automotive products                       | 161                | 17,741      | 140                                   | 87.0                                  | 15,694    | 88.5                                  | 11,426       | 72.8                                  | 64.4               | 3,713          | 23.4             |
| Chemicals                                 | 51                 | 4,063       | 43                                    | 84.3                                  | 3,481     | 85.7                                  | 3,092        | 88.8                                  | 76.1               | 1,023          | 29.4             |
| Clothing and furnishings                  | 101                | 28,696      | 91                                    | 90.1                                  | 27,849    | 97.0                                  | 27,610       | 99.1                                  | 96.2               | 4,691          | 16.8             |
| Coal                                      | 56                 | 6,214       | 48                                    | 85.7                                  | 5,900     | 94.9                                  | 5,237        | 88.8                                  | 84.3               | 800            | 13.6             |
| Drugs and drug sundries                   | 49                 | 22,926      | 30                                    | 61.2                                  | 21,597    | 94.2                                  | 20,357       | 94.5                                  | 89.6               | 3,715          | 17.2             |
| Dry goods                                 | 51                 | 48,930      | 40                                    | 78.4                                  | 47,591    | 97.3                                  | 46,697       | 98.5                                  | 95.8               | 6,282          | 14.4             |
| Electrical goods                          | 62                 | 11,065      | 56                                    | 90.3                                  | 10,093    | 91.2                                  | 8,404        | 85.3                                  | 76.0               | 2,407          | 23.8             |
| Farm products—raw materials               | 70                 | 46,274      | 18                                    | 25.7                                  | 5,783     | 12.5                                  | 2,843        | 49.2                                  | 6.1                | 627            | 9.1              |
| Farm products—consumer goods              | 408                | 55,198      | 286                                   | 70.1                                  | 43,864    | 79.5                                  | 30,963       | 70.6                                  | 66.1               | 5,298          | 12.1             |
| Farm supplies                             | 100                | 11,841      | 65                                    | 65.0                                  | 8,115     | 72.2                                  | 4,061        | 50.0                                  | 36.1               | 1,023          | 12.6             |
| Furniture and house furnishings           | 47                 | 7,603       | 36                                    | 76.6                                  | 7,536     | 92.2                                  | 5,333        | 84.1                                  | 83.4               | 1,661          | 22.0             |
| General merchandise                       | 3                  | 9,939       | 1                                     | 33.3                                  | 9,759     | 98.4                                  | 9,723        | 99.6                                  | 97.8               | 1,821          | 18.9             |
| Groceries and foods                       | 496                | 96,385      | 342                                   | 69.0                                  | 89,062    | 92.4                                  | 74,684       | 83.9                                  | 77.5               | 12,401         | 13.7             |
| Hardware                                  | 31                 | 25,259      | 27                                    | 87.1                                  | 22,274    | 88.2                                  | 21,029       | 94.4                                  | 83.3               | 5,012          | 22.5             |
| Jewelry and optical goods                 | 36                 | 2,532       | 25                                    | 69.4                                  | 2,168     | 85.6                                  | 1,617        | 83.8                                  | 71.8               | 789            | 36.4             |
| Lumber and building materials             | 124                | 18,663      | 105                                   | 84.7                                  | 17,421    | 93.3                                  | 15,914       | 91.3                                  | 87.3               | 2,638          | 16.5             |
| Machinery, equipment and supplies         | 190                | 14,324      | 172                                   | 90.5                                  | 13,666    | 95.4                                  | 12,014       | 87.9                                  | 83.9               | 3,793          | 27.8             |
| Metals (except soap)                      | 28                 | 3,433       | 24                                    | 85.7                                  | 2,963     | 86.3                                  | 2,874        | 97.0                                  | 83.7               | 856            | 28.9             |
| Paper and its products                    | 80                 | 13,607      | 71                                    | 88.8                                  | 12,852    | 94.5                                  | 11,790       | 91.7                                  | 86.6               | 2,917          | 22.7             |
| Petroleum and its products                | 127                | 9,071       | 88                                    | 69.3                                  | 8,373     | 92.3                                  | 6,248        | 74.6                                  | 68.9               | 1,746          | 20.9             |
| Plumbing & heating eq't. & supplies       | 45                 | 3,930       | 39                                    | 86.7                                  | 2,976     | 90.4                                  | 2,485        | 85.5                                  | 75.5               | 943            | 31.7             |
| Tobacco and its products (except leaf)    | 55                 | 17,631      | 30                                    | 54.5                                  | 16,174    | 91.6                                  | 11,205       | 69.3                                  | 63.4               | 1,233          | 7.6              |
| Waste materials                           | 98                 | 5,207       | 42                                    | 42.9                                  | 4,560     | 87.6                                  | 4,018        | 88.1                                  | 77.2               | 776            | 17.0             |
| All other products                        | 177                | 15,309      | 99                                    | 55.9                                  | 11,979    | 78.2                                  | 7,063        | 59.0                                  | 46.1               | 2,334          | 19.5             |
| ALL OTHER                                 |                    |             |                                       |                                       |           |                                       |              |                                       |                    |                |                  |
| Total                                     | 3,423              | 947,923     | 2,140                                 | 62.5                                  | 482,744   | 50.9                                  | 436,024      | 90.3                                  | 46.0               | 59,750         | 12.4             |
| Amusement and sporting goods              | 26                 | 6,695       | 15                                    | 57.7                                  | 3,521     | 52.6                                  | 2,502        | 71.1                                  | 37.4               | 1,069          | 30.8             |
| Automotive products                       | 58                 | 16,096      | 53                                    | 91.4                                  | 15,917    | 98.9                                  | 13,897       | 87.3                                  | 86.3               | 2,399          | 15.1             |
| Chemicals                                 | 53                 | 11,564      | 49                                    | 92.5                                  | 10,832    | 93.7                                  | 10,324       | 95.3                                  | 89.3               | 2,329          | 21.5             |
| Clothing and furnishings                  | 44                 | 83,639      | 39                                    | 88.6                                  | 68,292    | 81.5                                  | 66,223       | 100.0                                 | 81.5               | 8,657          | 12.7             |
| Coal                                      | 18                 | 7,179       | 14                                    | 77.8                                  | 5,974     | 83.2                                  | 5,364        | 90.8                                  | 83.1               | 419            | 7.0              |
| Drugs and drug sundries                   | 21                 | 7,422       | 14                                    | 66.7                                  | 5,293     | 71.3                                  | 4,739        | 99.7                                  | 71.1               | 1,292          | 24.4             |
| Dry goods                                 | 62                 | 46,908      | 44                                    | 84.6                                  | 44,301    | 30.5                                  | 44,236       | 99.5                                  | 30.3               | 592            | 4.1              |
| Electrical goods                          | 51                 | 13,929      | 51                                    | 83.6                                  | 12,550    | 90.1                                  | 11,928       | 95.0                                  | 85.6               | 1,830          | 14.6             |
| Farm products—raw materials               | 472                | 285,364     | 79                                    | 16.7                                  | 14,032    | 4.9                                   | 7,606        | 54.2                                  | 2.7                | 1,940          | 9.5              |
| Farm products—consumer goods              | 631                | 62,969      | 355                                   | 56.6                                  | 47,401    | 45.8                                  | 17,136       | 62.1                                  | 37.2               | 6,539          | 8.7              |
| Farm supplies                             | 44                 | 3,059       | 17                                    | 38.6                                  | 1,609     | 52.6                                  | 767          | 47.0                                  | 24.7               | 199            | 12.4             |
| Furniture and house furnishings           | 42                 | 8,252       | 30                                    | 71.4                                  | 6,541     | 79.3                                  | 6,412        | 98.0                                  | 77.7               | 788            | 12.6             |
| General merchandise                       | 1                  | (X)         | -                                     | -                                     | -         | -                                     | -            | -                                     | -                  | -              | -                |
| Groceries and foods                       | 170                | 158,998     | 113                                   | 66.5                                  | 91,705    | 57.7                                  | 83,374       | 90.9                                  | 62.4               | 8,450          | 9.2              |
| Hardware                                  | 10                 | (X)         | 7                                     | (X)                                   | (X)       | (X)                                   | (X)          | (X)                                   | (X)                | (X)            | (X)              |
| Jewelry and optical goods                 | 10                 | (X)         | (X)                                   | (X)                                   | (X)       | (X)                                   | (X)          | (X)                                   | (X)                | (X)            | (X)              |
| Lumber and building materials             | 56                 | 11,269      | 42                                    | 75.0                                  | 8,863     | 78.6                                  | 8,743        | 98.6                                  | 77.6               | 1,313          | 14.8             |
| Machinery, equipment and supplies         | 276                | 31,761      | 242                                   | 87.7                                  | 28,959    | 91.2                                  | 26,382       | 93.1                                  | 85.0               | 6,423          | 22.2             |
| Metals (except soap)                      | 32                 | 31,634      | 38                                    | 73.1                                  | 26,860    | 84.9                                  | 26,732       | 99.7                                  | 85.3               | 1,947          | 7.2              |
| Paper and its products                    | 52                 | 6,304       | 27                                    | 84.4                                  | 6,127     | 97.2                                  | 6,030        | 99.4                                  | 96.6               | 479            | 7.6              |
| Petroleum and its products                | 1,136              | 47,988      | 999                                   | 86.5                                  | 37,924    | 79.2                                  | 25,022       | 66.0                                  | 52.3               | 8,386          | 22.1             |
| Plumbing & heating eq't. & supplies       | 32                 | 4,331       | 28                                    | 76.1                                  | 2,796     | 64.6                                  | 2,763        | 98.8                                  | 63.8               | 616            | 22.0             |
| Tobacco and its products (except leaf)    | 11                 | (X)         | 1                                     | (X)                                   | (X)       | (X)                                   | (X)          | (X)                                   | (X)                | (X)            | (X)              |
| Waste materials                           | 1                  | (X)         | 1                                     | (X)                                   | (X)       | (X)                                   | (X)          | (X)                                   | (X)                | (X)            | (X)              |
| All other products                        | 97                 | 17,412      | 72                                    | 74.2                                  | 13,965    | 80.2                                  | 13,032       | 93.3                                  | 74.8               | 1,796          | 12.9             |

## WHOLESALE DISTRIBUTION: 1933

13-33

Census of American Business  
 Table 5.—STATE OF MISSOURI  
 DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT  
 For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |                  |                | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |                                       |                  |                                       |                |                  |                               |                                     |                           |                                  |
|---|--------------------|------------------|----------------|--|---------------------------------------|------------------|---------------------------------------|----------------|------------------|-------------------------------|-------------------------------------|---------------------------|----------------------------------|
|   | Number             | Net sales        | Total expenses | Number of establishments                       | Percent of total for kind of business | Net sales        | Percent of total for kind of business | Total expenses |                  | Sales to retailers for resale | Sales to home consumers (at retail) | Sales to industrial users | Sales to wholesale organizations |
|   |                    |                  |                |  |                                       |                  |                                       | Amount         | Percent of sales |                               |                                     |                           |                                  |
| <b>Total for State</b>                    | <b>6,107</b>       | <b>1,444,356</b> | <b>157,999</b> | <b>4,710</b>                                   | <b>77.1</b>                           | <b>1,220,642</b> | <b>84.5</b>                           | <b>137,610</b> | <b>11.3</b>      | <b>854,408</b>                | <b>118,997</b>                      | <b>337,566</b>            | <b>211,871</b>                   |
| <b>WHOLESALESAERS PROPER</b>              |                    |                  |                |  |                                       |                  |                                       |                |                  |                               |                                     |                           |                                  |
| <b>Total</b>                              | <b>2,682</b>       | <b>496,433</b>   | <b>80,986</b>  | <b>2,465</b>                                   | <b>91.9</b>                           | <b>262,256</b>   | <b>93.5</b>                           | <b>75,449</b>  | <b>16.3</b>      | <b>343,890</b>                | <b>10,065</b>                       | <b>83,321</b>             | <b>26,983</b>                    |
| Amusement and sporting goods              | 36                 | 1,802            | 670            | 28   | 77.8                                  | 1,216            | 67.5                                  | 444            | 36.5             | 765                           | 121                                 | 387                       | 3                                |
| Automotive products                       | 161                | 17,741           | 3,868          | 187  | 97.5                                  | 17,067           | 96.2                                  | 3,789          | 21.9             | 14,278                        | 1,485                               | 1,108                     | 248                              |
| Chemical                                  | 51                 | 4,063            | 1,133          | 48   | 94.1                                  | 3,264            | 80.3                                  | 969            | 30.3             | 1,294                         | 244                                 | 1,514                     | 212                              |
| Clothing and furnishings                  | 101                | 28,696           | 4,990          | 101  | 100.0                                 | 28,696           | 100.0                                 | 4,990          | 17.4             | 28,312                        | 115                                 | 269                       | —                                |
| Coal                                      | 56                 | 6,214            | 845            | 50   | 89.3                                  | 6,010            | 96.7                                  | 814            | 13.5             | 4,164                         | 238                                 | 1,552                     | 56                               |
| Drugs and drug sundries                   | 49                 | 22,925           | 3,862          | 47   | 95.9                                  | 20,330           | 88.7                                  | 3,559          | 17.5             | 19,734                        | 105                                 | 332                       | 199                              |
| Dry goods                                 | 51                 | 46,930           | 7,060          | 49   | 96.1                                  | 46,887           | 99.9                                  | 7,055          | 14.4             | 45,068                        | 165                                 | 2,128                     | 1,586                            |
| Electrical goods                          | 62                 | 11,058           | 2,531          | 60   | 96.8                                  | 10,536           | 96.7                                  | 2,554          | 23.9             | 7,928                         | 430                                 | 2,614                     | 124                              |
| Farm products—raw materials               | 70                 | 46,274           | 4,086          | 56   | 80.6                                  | 38,011           | 82.1                                  | 3,374          | 8.9              | 1,168                         | 408                                 | 30,567                    | 6,078                            |
| Farm products—consumer goods              | 408                | 55,198           | 7,848          | 372  | 91.2                                  | 51,755           | 93.8                                  | 7,505          | 14.5             | 37,945                        | 1,043                               | 3,517                     | 9,250                            |
| Farm supplies                             | 100                | 11,241           | 1,294          | 67   | 67.0                                  | 6,627            | 76.7                                  | 1,004          | 11.6             | 6,602                         | 616                                 | 299                       | 1,110                            |
| Furniture and house furnishing            | 47                 | 7,603            | 2,099          | 46   | 97.9                                  | 6,440            | 84.7                                  | 1,428          | 22.2             | 5,806                         | 137                                 | 192                       | 305                              |
| General merchandise                       | 3                  | 9,939            | 1,835          | 3  | 100.0                                 | 9,939            | 100.0                                 | 1,835          | 18.5             | 9,823                         | 66                                  | 523                       | 1,703                            |
| Groceries and foods                       | 495                | 96,365           | 12,864         | 483  | 97.4                                  | 95,275           | 96.8                                  | 12,619         | 13.5             | 86,050                        | 1,597                               | 5,923                     | 1,863                            |
| Hardware                                  | 31                 | 25,259           | 5,656          | 31   | 100.0                                 | 25,259           | 100.0                                 | 5,656          | 22.4             | 22,965                        | 360                                 | 1,850                     | 70                               |
| Jewelry and optical goods                 | 36                 | 2,532            | 863            | 36   | 100.0                                 | 2,532            | 100.0                                 | 863            | 34.1             | 1,213                         | 82                                  | 319                       | —                                |
| Lumber & building materials               | 124                | 18,663           | 3,276          | 109  | 87.9                                  | 16,499           | 88.4                                  | 2,691          | 16.3             | 7,646                         | 943                                 | 7,580                     | 330                              |
| Machinery equipment & supplies            | 190                | 14,324           | 3,959          | 181  | 95.3                                  | 13,276           | 92.7                                  | 3,562          | 26.8             | 2,323                         | 370                                 | 1,395                     | 188                              |
| Metals (except scrap)                     | 28                 | 3,433            | 967            | 25   | 89.3                                  | 3,160            | 92.0                                  | 818            | 25.9             | 957                           | 97                                  | 2,104                     | 2                                |
| Paper and its products                    | 80                 | 15,607           | 3,091          | 77   | 96.3                                  | 9,964            | 66.5                                  | 2,031          | 24.7             | 6,169                         | 217                                 | 2,517                     | 141                              |
| Petroleum and its products                | 127                | 9,071            | 1,898          | 106  | 83.5                                  | 7,487            | 82.5                                  | 1,617          | 21.6             | 5,485                         | 493                                 | 1,367                     | 122                              |
| Plumbing and heating equipment            | 45                 | 3,290            | 1,037          | 45   | 100.0                                 | 3,290            | 100.0                                 | 1,037          | 31.5             | 2,543                         | 153                                 | 530                       | 64                               |
| Tobacco and its products                  | 55                 | 17,661           | 1,285          | 55   | 100.0                                 | 17,661           | 100.0                                 | 1,285          | 7.3              | 17,305                        | 172                                 | —                         | 184                              |
| Waste materials                           | 98                 | 5,207            | 1,026          | 60   | 61.2                                  | 4,751            | 91.2                                  | 884            | 18.6             | 567                           | 114                                 | 3,971                     | 99                               |
| All other products                        | 177                | 15,309           | 2,833          | 173  | 97.7                                  | 15,089           | 98.6                                  | 2,687          | 17.8             | 7,373                         | 294                                 | 2,413                     | 5,009                            |
| <b>ALL OTHER TYPES</b>                    |                    |                  |                |  |                                       |                  |                                       |                |                  |                               |                                     |                           |                                  |
| <b>Total</b>                              | <b>3,425</b>       | <b>947,923</b>   | <b>77,013</b>  | <b>2,245</b>                                   | <b>65.5</b>                           | <b>756,383</b>   | <b>79.8</b>                           | <b>62,161</b>  | <b>8.2</b>       | <b>310,518</b>                | <b>6,932</b>                        | <b>254,045</b>            | <b>184,888</b>                   |
| Amusement and sporting goods              | 26                 | 6,695            | 1,683          | 12   | 46.2                                  | 2,483            | 37.1                                  | 640            | 25.8             | 845                           | 99                                  | 1,514                     | 25                               |
| Automotive products                       | 56                 | 16,096           | 2,465          | 51   | 87.9                                  | 12,649           | 78.0                                  | 2,003          | 16.0             | 10,349                        | 345                                 | 1,561                     | 274                              |
| Chemicals                                 | 55                 | 11,564           | 2,429          | 45   | 81.7                                  | 9,466            | 82.0                                  | 2,100          | 22.1             | 4,695                         | 64                                  | 3,879                     | 844                              |
| Clothing and furnishings                  | 44                 | 83,669           | 6,784          | 44   | 100.0                                 | 83,669           | 100.0                                 | 6,784          | 10.5             | 82,768                        | 30                                  | 485                       | 386                              |
| Coal                                      | 18                 | 7,179            | 508            | 13   | 72.2                                  | 6,369            | 88.7                                  | 434            | 6.8              | 3,383                         | —                                   | 2,973                     | 13                               |
| Drugs and drug sundries                   | 21                 | 7,422            | 1,938          | 21   | 100.0                                 | 7,422            | 100.0                                 | 1,938          | 24.8             | 6,683                         | 146                                 | 32                        | 561                              |
| Dry goods                                 | 52                 | 46,908           | 1,846          | 51   | 96.1                                  | 46,857           | 99.9                                  | 1,535          | 3.3              | 38,422                        | —                                   | 6,334                     | 2,101                            |
| Electrical goods                          | 61                 | 13,929           | 2,055          | 44   | 72.1                                  | 12,485           | 89.6                                  | 1,780          | 14.3             | 4,388                         | —                                   | 5,957                     | 2,140                            |
| Farm products—raw materials               | 472                | 285,364          | 7,373          | 332  | 70.3                                  | 200,961          | 70.4                                  | 5,565          | 2.8              | 7,628                         | 1,876                               | 171,324                   | 20,224                           |
| Farm products—consumer goods              | 631                | 62,969           | 3,917          | 359  | 56.9                                  | 43,934           | 69.8                                  | 2,997          | 6.8              | 25,230                        | 785                                 | 4,641                     | 13,177                           |
| Farm supplies                             | 44                 | 3,059            | 326            | 34   | 77.3                                  | 2,441            | 79.8                                  | 347            | 11.5             | 2,504                         | 54                                  | 501                       | 449                              |
| Furniture & house furnishings             | 42                 | 8,252            | 952            | 35   | 83.3                                  | 7,574            | 91.8                                  | 841            | 11.1             | 5,404                         | 54                                  | 1,615                     | 613                              |
| General merchandise                       | 1                  | (X)              | (X)            | (X)  | (X)                                   | (X)              | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Groceries and foods                       | 170                | 158,998          | 11,706         | 150  | 88.2                                  | 136,634          | 86.1                                  | 10,792         | 7.9              | 69,943                        | 122                                 | 3,556                     | 63,213                           |
| Hardware                                  | 10                 | (X)              | (X)            | (X)  | (X)                                   | (X)              | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Jewelry and optical goods                 | 10                 | (X)              | (X)            | (X)  | (X)                                   | (X)              | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Lumber & building materials               | 56                 | 11,269           | 1,497          | 46   | 82.1                                  | 9,118            | 72.0                                  | 1,125          | 13.9             | 4,183                         | 43                                  | 3,846                     | 346                              |
| Machinery equipment & supplies            | 276                | 31,761           | 7,195          | 238  | 86.2                                  | 23,870           | 75.2                                  | 5,350          | 22.4             | 3,865                         | 438                                 | 17,644                    | 1,925                            |
| Metals (except scrap)                     | 52                 | 31,634           | 2,150          | 33   | 63.5                                  | 19,977           | 63.2                                  | 1,439          | 7.2              | 5,961                         | 668                                 | 13,084                    | 384                              |
| Paper and its products                    | 32                 | 6,304            | 531            | 27   | 84.4                                  | 4,462            | 70.8                                  | 361            | 8.5              | 2,556                         | 90                                  | 1,742                     | 74                               |
| Petroleum and its products                | 1,155              | 47,885           | 9,778          | 871  | 75.5                                  | 37,778           | 79.1                                  | 4,259          | 19.2             | 18,033                        | 1,644                               | 2,152                     | 296                              |
| Plumbing & heating equipment              | 32                 | 4,331            | 968            | 28   | 87.5                                  | 3,778            | 87.2                                  | 839            | 22.2             | 2,253                         | 66                                  | 1,484                     | 58                               |
| Tobacco and its products                  | 11                 | (X)              | (X)            | (X)  | (X)                                   | (X)              | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Waste materials                           | 1                  | (X)              | (X)            | (X)  | (X)                                   | (X)              | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| All other products                        | 97                 | 17,412           | 2,166          | 95   | 97.9                                  | 17,355           | 99.7                                  | 2,150          | 12.4             | 5,597                         | 308                                 | 11,228                    | 222                              |

WHOLESALE DISTRIBUTION: 1933

Table 6.—STATE OF MISSOURI MONTHLY EMPLOYMENT, BY KIND OF BUSINESS For States and Cities of 500,000 Population and Over

| STATE AND CITY<br>KIND OF BUSINESS                           | Pro-<br>pri-<br>etors<br>and<br>firm<br>and<br>part-<br>ners | NUMBER AND PROPORTION<br>OF MEN AND WOMEN<br>EMPLOYED |                          |                             | Employ-<br>ment<br>ratio to<br>total<br>part-time<br>ratio to<br>average | NUMBER OF EMPLOYEES—BY MONTH     |              |               |        |        |        |        |        |        |                     |              |        | De-<br>cem-<br>ber | No.-<br>em-<br>ploy-<br>ed |
|--|--|---|--------------------------|-----------------------------|--|----------------------------------|--------------|---------------|--------|--------|--------|--------|--------|--------|---------------------|--------------|--------|--------------------|----------------------------|
|  |  | Men   | Women                    |                             |  | Average<br>number<br>per<br>firm | Jan-<br>uary | Feb-<br>ruary | March  | April  | May    | June   | July   | August | Sep-<br>tem-<br>ber | Octo-<br>ber |        |                    |                            |
|  |  |   | Esti-<br>mated<br>number | Per-<br>cent<br>of<br>total |  |                                  |              |               |        |        |        |        |        |        |                     |              |        |                    |                            |
| Total for<br>State   | 3,469  | 45,370  | 10,075                   | 13.8                        | 49,522   | 47,677                           | 47,143       | 47,232        | 47,727 | 47,974 | 48,970 | 49,830 | 50,784 | 51,323 | 51,791              | 52,154       | 51,445 |                    |                            |
| Amusement and sporting goods.....                            | 87   | 350   | 387                      | 50.4                        | 759  | 727                              | 726          | 732           | 732    | 745    | 764    | 766    | 760    | 761    | 780                 | 783          | 798    |                    |                            |
| Automotive products.....                                     | 138  | 1,952   | 297                      | 13.5                        | 2,117  | 2,043                            | 2,033        | 2,056         | 2,171  | 2,140  | 2,146  | 2,164  | 2,269  | 2,314  | 2,289               | 2,280        | 2,280  |                    |                            |
| —Chemicals.....  | 27   | 756   | 159                      | 20.8                        | 903  | 888                              | 878          | 913           | 939    | 952    | 944    | 931    | 944    | 951    | 944                 | 954          | 984    |                    |                            |
| Clothing and furnishings.....                                | 98   | 2,961   | 1,132                    | 37.5                        | 4,032  | 3,937                            | 3,938        | 3,968         | 3,904  | 4,008  | 3,977  | 4,028  | 4,113  | 4,206  | 4,035               | 4,018        | 4,018  |                    |                            |
| Coal.....  | 41   | 371   | 55                       | 14.9                        | 404  | 465                              | 431          | 449           | 508    | 504    | 504    | 509    | 532    | 478    | 480                 | 481          | 550    |                    |                            |
| Drugs and drug sundries.....                                 | 20   | 1,333   | 590                      | 30.7                        | 1,879  | 1,835                            | 1,827        | 1,847         | 1,837  | 1,881  | 1,859  | 1,869  | 1,919  | 1,919  | 1,957               | 1,940        | 1,956  |                    |                            |
| Dry goods.....   | 64   | 2,449   | 676                      | 27.6                        | 3,025  | 2,933                            | 2,901        | 2,879         | 2,893  | 2,946  | 2,904  | 2,914  | 2,946  | 3,040  | 3,040               | 3,040        | 3,040  |                    |                            |
| Electrical goods.....  | 55   | 1,888   | 276                      | 14.6                        | 2,164  | 2,035                            | 2,035        | 2,035         | 2,035  | 2,035  | 2,035  | 2,035  | 2,035  | 2,035  | 2,035               | 2,035        | 2,035  |                    |                            |
| Farm products—raw materials.....                             | 519  | 2,805   | 400                      | 14.3                        | 3,205  | 3,163                            | 3,163        | 3,163         | 3,163  | 3,163  | 3,163  | 3,163  | 3,163  | 3,163  | 3,163               | 3,163        | 3,163  |                    |                            |
| Farm products—consumer goods.....                            | 686  | 4,617   | 1,008                    | 21.8                        | 5,325  | 5,177                            | 5,177        | 5,177         | 5,177  | 5,177  | 5,177  | 5,177  | 5,177  | 5,177  | 5,177               | 5,177        | 5,177  |                    |                            |
| Farm supplies.....   | 121  | 754   | 105                      | 13.9                        | 859  | 818                              | 808          | 811           | 1,003  | 1,061  | 1,223  | 1,139  | 1,120  | 1,116  | 1,139               | 1,203        | 1,216  |                    |                            |
| Furniture and house furnishings.....                         | 51   | 893   | 356                      | 39.8                        | 1,249  | 1,059                            | 1,137        | 1,116         | 1,127  | 1,088  | 1,094  | 1,115  | 1,158  | 1,174  | 1,172               | 1,160        | 1,160  |                    |                            |
| General merchandise.....                                     | 5  | 435   | 161                      | 37.1                        | 596  | 595                              | 595          | 595           | 595    | 595    | 595    | 595    | 595    | 595    | 595                 | 595          | 595    |                    |                            |
| Groceries and foods.....                                     | 484  | 6,773   | 1,468                    | 21.6                        | 7,941  | 7,818                            | 7,802        | 7,897         | 7,843  | 7,814  | 7,769  | 7,783  | 7,843  | 7,883  | 7,927               | 8,045        | 8,015  |                    |                            |
| —Groceries (other than farm products).....                   | 19   | 1,748   | 584                      | 33.4                        | 2,332  | 2,285                            | 2,285        | 2,285         | 2,285  | 2,285  | 2,285  | 2,285  | 2,285  | 2,285  | 2,285               | 2,285        | 2,285  |                    |                            |
| Jewelry and optical goods.....                               | 20   | 597   | 159                      | 26.6                        | 756  | 755                              | 755          | 755           | 755    | 755    | 755    | 755    | 755    | 755    | 755                 | 755          | 755    |                    |                            |
| Lumber and building materials<br>(other than metal).....     | 98   | 1,695   | 128                      | 7.5                         | 1,823  | 1,760                            | 1,760        | 1,760         | 1,760  | 1,760  | 1,760  | 1,760  | 1,760  | 1,760  | 1,760               | 1,760        | 1,760  |                    |                            |
| Machinery, equipment and supplies<br>(other than metal)..... | 177  | 5,110   | 635                      | 12.4                        | 5,745  | 5,586                            | 5,586        | 5,586         | 5,586  | 5,586  | 5,586  | 5,586  | 5,586  | 5,586  | 5,586               | 5,586        | 5,586  |                    |                            |
| Metals (except steel).....                                   | 7  | 728   | 159                      | 21.9                        | 887  | 845                              | 845          | 845           | 845    | 845    | 845    | 845    | 845    | 845    | 845                 | 845          | 845    |                    |                            |
| Paper and its products.....                                  | 5  | 1,214   | 393                      | 32.4                        | 1,607  | 1,497                            | 1,467        | 1,468         | 1,497  | 1,471  | 1,509  | 1,544  | 1,589  | 1,589  | 1,589               | 1,589        | 1,589  |                    |                            |
| Petroleum and its products.....                              | 825  | 3,237   | 151                      | 4.7                         | 3,388  | 3,218                            | 3,074        | 3,076         | 3,095  | 3,117  | 3,225  | 3,225  | 3,225  | 3,225  | 3,225               | 3,225        | 3,225  |                    |                            |
| Printing and binding equipment and<br>supplies.....          | 21   | 644   | 95                       | 14.9                        | 739  | 677                              | 644          | 688           | 688    | 688    | 688    | 688    | 688    | 688    | 688                 | 688          | 688    |                    |                            |
| Tobacco and its products<br>(except leaf).....               | 47   | 743   | 114                      | 15.0                        | 857  | 800                              | 743          | 743           | 743    | 743    | 743    | 743    | 743    | 743    | 743                 | 743          | 743    |                    |                            |
| Waste materials.....   | 100  | 497   | 289                      | 57.9                        | 588  | 510                              | 510          | 510           | 510    | 510    | 510    | 510    | 510    | 510    | 510                 | 510          | 510    |                    |                            |
| All other products.....                                      | 157  | 1,954   | 528                      | 27.0                        | 2,482  | 2,364                            | 2,364        | 2,364         | 2,364  | 2,364  | 2,364  | 2,364  | 2,364  | 2,364  | 2,364               | 2,364        | 2,364  |                    |                            |



1933  
Wholesale Distribution: 1933

Table 6.—STATE OF MISSOURI MONTHLY EMPLOYMENT, BY KIND OF BUSINESS For States and Cities of 500,000 Population and Over

| Kind of Business  | Pro-<br>prietary<br>and<br>firm<br>num-<br>ber | Number and Proportion<br>of Men and Women<br>Employed |                             | Employ-<br>ment<br>ratio to<br>average<br>ratio to<br>average | Average<br>num-<br>ber of em-<br>ployees | NUMBER OF EMPLOYERS—By Months |                             |              |               |        |        |        |        |        |        |                     |              | No-<br>vem-<br>ber | De-<br>cem-<br>ber |       |
|---|--|---|-----------------------------|---|--|-------------------------------|-----------------------------|--------------|---------------|--------|--------|--------|--------|--------|--------|---------------------|--------------|--------------------|--------------------|-------|
|   |  | Men   |                             |   |  | Women                         |                             | Jan-<br>uary | Feb-<br>ruary | March  | April  | May    | June   | July   | August | Sep-<br>tem-<br>ber | Octo-<br>ber |                    |                    |       |
|   |  | Em-<br>ployed<br>average                              | Per-<br>cent<br>of<br>total |   |  | Em-<br>ployed<br>average      | Per-<br>cent<br>of<br>total |              |               |        |        |        |        |        |        |                     |              |                    |                    |       |
| <b>STATE AND CITY<br/>Kind of Business</b>                    |  |   |                             |   |  |                               |                             |              |               |        |        |        |        |        |        |                     |              |                    |                    |       |
| <b>Total for<br/>St. Louis</b>                                | 965  | 29,227  | 5,578                       | 30.0  | 1,156                                    | 945                           | 1,357                       | 1,268        | 1,377         | 1,268  | 1,053  | 1,151  | 1,104  | 1,000  | 1,040  | 1,004               | 1,005        | 1,039              | 1,051              |       |
| Amusement and sporting goods.....                             | 14   | 223   | 159                         | 40.7  | 85,737                                   | 84,946                        | 85,751                      | 85,459       | 85,711        | 85,896 | 84,754 | 87,447 | 87,714 | 87,869 | 89,137 | 87,729              | 86,408       | 86,808             | 86,808             |       |
| Automotive products.....                                      | 44   | 675   | 150                         | 13.0  | 688                                      | 947                           | 915                         | 937          | 965           | 978    | 992    | 1,042  | 1,053  | 1,059  | 1,059  | 1,059               | 1,059        | 1,059              | 1,059              | 1,059 |
| Chemicals.....  | 10   | 547   | 94                          | 13.4  | 428                                      | 415                           | 399                         | 389          | 411           | 433    | 439    | 439    | 439    | 439    | 439    | 439                 | 439          | 439                | 439                | 439   |
| Clothing and furnishings.....                                 | 68   | 2,775   | 945                         | 33.8  | 3,719                                    | 3,597                         | 3,603                       | 3,628        | 3,716         | 3,605  | 3,716  | 3,605  | 3,684  | 3,684  | 3,684  | 3,684               | 3,684        | 3,684              | 3,684              | 3,684 |
| Coal.....   | 37   | 138   | 50                          | 17.6  | 125                                      | 119                           | 119                         | 125          | 125           | 125    | 125    | 125    | 125    | 125    | 125    | 125                 | 125          | 125                | 125                | 125   |
| Drugs and drug sundries.....                                  | 14   | 506   | 89                          | 27.0  | 784                                      | 762                           | 754                         | 748          | 736           | 747    | 763    | 765    | 765    | 765    | 765    | 765                 | 765          | 765                | 765                | 765   |
| Dry goods.....  | 46   | 1,921   | 535                         | 28.0  | 2,456                                    | 2,322                         | 2,324                       | 2,307        | 2,305         | 2,289  | 2,254  | 2,280  | 2,280  | 2,280  | 2,280  | 2,280               | 2,280        | 2,280              | 2,280              | 2,280 |
| Electrical goods.....   | 18   | 684   | 155                         | 12.7  | 979                                      | 951                           | 945                         | 937          | 940           | 954    | 958    | 978    | 993    | 1,014  | 1,031  | 1,033               | 1,038        | 1,038              | 1,038              | 1,038 |
| Farm products—raw materials.....                              | 71   | 508   | 132                         | 19.4  | 591                                      | 777                           | 724                         | 631          | 545           | 640    | 546    | 546    | 546    | 546    | 546    | 546                 | 546          | 546                | 546                | 546   |
| Farm products—consumer goods.....                             | 168  | 1,727   | 250                         | 11.5  | 1,798                                    | 1,660                         | 1,680                       | 1,670        | 1,678         | 1,678  | 1,733  | 1,789  | 1,789  | 1,789  | 1,789  | 1,789               | 1,789        | 1,789              | 1,789              | 1,789 |
| Farm supplies.....  | 14   | 159   | 35                          | 17.6  | 197                                      | 173                           | 162                         | 150          | 134           | 153    | 174    | 178    | 191    | 193    | 192    | 194                 | 189          | 189                | 189                | 189   |
| Furniture and house furnishings.....                          | 17   | 519   | 140                         | 30.4  | 418                                      | 383                           | 368                         | 357          | 348           | 355    | 365    | 371    | 381    | 387    | 391    | 391                 | 391          | 391                | 391                | 391   |
| General merchandise.....                                      | 1  | 450   | 168                         | 37.6  | 600                                      | 553                           | 515                         | 494          | 454           | 468    | 462    | 464    | 464    | 464    | 464    | 464                 | 464          | 464                | 464                | 464   |
| Groceries and foods<br>(except farm products).....            | 140  | 5,378   | 785                         | 14.7  | 6,321                                    | 6,035                         | 6,014                       | 6,002        | 5,997         | 5,911  | 5,811  | 5,711  | 5,611  | 5,511  | 5,411  | 5,311               | 5,211        | 5,111              | 5,011              | 4,911 |
| Hardware.....   | 9  | 1,509   | 428                         | 28.4  | 1,559                                    | 1,411                         | 1,306                       | 1,198        | 1,091         | 1,356  | 1,417  | 1,454  | 1,474  | 1,474  | 1,474  | 1,474               | 1,474        | 1,474              | 1,474              | 1,474 |
| Jewelry and optical goods.....                                | 9  | 185   | 58                          | 31.7  | 222                                      | 222                           | 222                         | 222          | 222           | 222    | 222    | 222    | 222    | 222    | 222    | 222                 | 222          | 222                | 222                | 222   |
| Lumber and building materials<br>(Mother than mill).....      | 43   | 1,094   | 100                         | 6.4   | 1,064                                    | 1,046                         | 1,050                       | 1,050        | 1,046         | 1,046  | 1,046  | 1,046  | 1,046  | 1,046  | 1,046  | 1,046               | 1,046        | 1,046              | 1,046              | 1,046 |
| Machinery, equipment and supplies<br>(except electrical)..... | 86   | 1,746   | 568                         | 32.4  | 1,180                                    | 1,180                         | 1,180                       | 1,180        | 1,180         | 1,180  | 1,180  | 1,180  | 1,180  | 1,180  | 1,180  | 1,180               | 1,180        | 1,180              | 1,180              | 1,180 |
| Metals (except scrap).....                                    | 3  | 533   | 88                          | 13.6  | 577                                      | 553                           | 560                         | 544          | 541           | 535    | 556    | 568    | 568    | 568    | 568    | 568                 | 568          | 568                | 568                | 568   |
| Paper and its products.....                                   | 35   | 692   | 271                         | 35.3  | 402                                      | 386                           | 385                         | 377          | 371           | 366    | 366    | 366    | 366    | 366    | 366    | 366                 | 366          | 366                | 366                | 366   |
| Printing and its products.....                                | 15   | 641   | 53                          | 7.5   | 628                                      | 630                           | 630                         | 630          | 630           | 630    | 630    | 630    | 630    | 630    | 630    | 630                 | 630          | 630                | 630                | 630   |
| Pumblum and heating equipment and<br>supplies.....            | 7  | 358   | 46                          | 11.3  | 375                                      | 375                           | 375                         | 375          | 375           | 375    | 375    | 375    | 375    | 375    | 375    | 375                 | 375          | 375                | 375                | 375   |
| Tobacco and its products.....                                 | 23   | 516   | 47                          | 6.5   | 561                                      | 579                           | 579                         | 557          | 557           | 557    | 557    | 557    | 557    | 557    | 557    | 557                 | 557          | 557                | 557                | 557   |
| Waste materials.....  | 32   | 253   | 150                         | 40.6  | 46                                       | 35                            | 32                          | 31           | 30            | 32     | 32     | 32     | 32     | 32     | 32     | 32                  | 32           | 32                 | 32                 | 32    |
| All other products.....                                       | 46   | 698   | 797                         | 74.5  | 747                                      | 745                           | 745                         | 745          | 745           | 745    | 745    | 745    | 745    | 745    | 745    | 745                 | 745          | 745                | 745                | 745   |

REPRODUCED FROM THE ORIGINAL SOURCE

WHOLESALE DISTRIBUTION: 1933

Table 7.—STATE OF MISSOURI WHOLESALE MERCHANTS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than \$500]

| Type of Establishment<br>Kind of Business             | Total                                      |  |  |                       |                      |                      |                        |                        |                        |                      |            |    |            |    |            |     |            |    |             |
|---|--|--|--|-----------------------|----------------------|----------------------|------------------------|------------------------|------------------------|----------------------|------------|----|------------|----|------------|-----|------------|----|-------------|
|   | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(ex-<br>cept<br>app) | Full-<br>time<br>per-<br>son-<br>nel<br>net<br>sales | Unusu-<br>al \$10,000 | \$10,000 to \$49,999 | \$50,000 to \$99,999 | \$100,000 to \$199,999 | \$200,000 to \$499,999 | \$500,000 to \$999,999 | \$1,000,000 and over |            |    |            |    |            |     |            |    |             |
| <b>WHOLESALE MERCHANTS</b>                            |  |  |  |                       |                      |                      |                        |                        |                        |                      |            |    |            |    |            |     |            |    |             |
| Amusement and sporting goods                          | 35   | 159 37.8   | 12   | 11                    | 60.0                 | 24                   | 24.9                   | 5                      | 36 46.1                | 6                    | 62 84.1    | 1  | 36 28.1    | 13 | 5,154 17.2 | 108 | 3,979 16.2 | 73 | 10,179 13.7 |
| Automotive products                                   | 169  | 1,568 21.8   | 29   | 26                    | 37.4                 | 67                   | 302 30.7               | 27                     | 282 29.8               | 16                   | 201 29.5   | 1  | 56 19.5    | 3  | 190 23.9   | 3   | 136 16.5   | 3  | 105 6.6     |
| Clothing and furnishings                              | 101  | 1,782 17.3   | 12   | 11                    | 15.6                 | 34                   | 36 29.9                | 21                     | 199 26.2               | 7                    | 100 32.5   | 1  | 50 22.5    | 1  | 36 19.5    | 1   | 36 19.5    | 2  | 788 17.8    |
| Coal  | 41   | 226 19.9   | 6  | 2                     | 14.7                 | 23                   | 53 23.1                | 8                      | 47 26.1                | 1                    | 106 27.9   | 1  | 54 18.1    | 5  | 191 24.6   | 6   | 191 24.6   | 2  | 203 19.0    |
| Drugs and drug sundries                               | 48   | 1,397 16.8   | 11   | 13                    | 39.6                 | 12                   | 43 49.3                | 1                      | 11 18.9                | 6                    | 54 54.2    | 1  | 208 24.2   | 2  | 201 42.6   | 5   | 201 42.6   | 6  | 897 12.2    |
| Electrical goods                                      | 61   | 654 23.6   | 9  | 10                    | 50.0                 | 19                   | 77 34.4                | 8                      | 86 35.5                | 8                    | 86 35.5    | 4  | 50 15.7    | 3  | 131 14.6   | 3   | 131 14.6   | 5  | 2,178 14.6  |
| Farm products—raw materials                           | 69   | 639 8.9  | 2  | 9                     | 1.1                  | 13                   | 20 20.2                | 14                     | 36 11.6                | 14                   | 36 11.6    | 1  | 78 14.4    | 5  | 115 11.4   | 15  | 354 7.7    | 13 | 554 7.7     |
| Farm products—consumer goods                          | 399  | 2,460 13.6   | 99   | 18                    | 33.8                 | 133                  | 253 14.8               | 66                     | 308 17.9               | 58                   | 367 13.0   | 53 | 685 12.6   | 25 | 572 12.2   | 25  | 382 26.2   | 2  | 382 26.2    |
| Furniture and home furnishings                        | 46   | 880 27.6   | 11   | 11                    | 40.9                 | 16                   | 52 43.7                | 5                      | 36 32.3                | 6                    | 56 32.3    | 3  | 215 9.4    | 5  | 154 12.3   | 3   | 154 12.3   | 3  | 588 28.2    |
| General merchandise                                   | 3  | 586 18.6   | —  | —                     | —                    | —                    | —                      | —                      | —                      | —                    | —          | —  | —          | —  | —          | —   | —          | —  | —           |
| Meat and feds (except farm products)                  | 467  | 4,982 13.4   | 108  | 64                    | 37.6                 | 125                  | 419 37.0               | 68                     | 855 33.5               | 99                   | 910 34.5   | 94 | 631 15.5   | 24 | 325 6.7    | 24  | 325 6.7    | 19 | 1,670 11.6  |
| Meatcures   | 29   | 2,187 22.6   | 4  | 1                     | 13.8                 | 7                    | 18 37.4                | 3                      | 24 25.0                | 3                    | 33 25.2    | 2  | 69 33.2    | 2  | 69 33.2    | 2   | 69 33.2    | 1  | 40 24.0     |
| Jewelry and optical goods                             | 86   | 345 24.1   | 6  | 3                     | 31.0                 | 17                   | 72 35.6                | 4                      | 56 45.9                | 6                    | 86 25.2    | 2  | 69 33.2    | 2  | 69 33.2    | 2   | 69 33.2    | 1  | 40 24.0     |
| Machinery and electrical materials (other than metal) | 98   | 1,176 23.0   | 20   | 19                    | 46.5                 | 28                   | 72 36.0                | 14                     | 114 22.6               | 15                   | 184 26.4   | 15 | 397 21.2   | 4  | 91 18.2    | 2   | 91 18.2    | 2  | 118 17.7    |
| Machinery equipment and supplies (except electrical)  | 189  | 1,865 27.7   | 37   | 27                    | 33.7                 | 81                   | 300 35.6               | 34                     | 264 31.3               | 37                   | 58 26.9    | 17 | 331 24.2   | 2  | 79 48.4    | 1   | 44 10.9    | 1  | 44 10.9     |
| Paints and oil products                               | 37   | 360 23.4   | 6  | 4                     | 31.4                 | 7                    | 16 36.4                | 5                      | 16 39.4                | 5                    | 68 20.3    | 5  | 220 26.6   | 1  | 46 25.6    | 1   | 46 25.6    | 1  | —           |
| Paper and its products                                | 117  | 835 22.4   | 21   | 14                    | 39.2                 | 64                   | 126 24.0               | 17                     | 122 27.5               | 13                   | 69 17.5    | 7  | 131 16.7   | 3  | 139 19.3   | 3   | 69 30.7    | 1  | 27 8.7      |
| Printing and book publishing                          | 4  | 1,176 23.0   | 20   | 19                    | 46.5                 | 28                   | 72 36.0                | 14                     | 114 22.6               | 15                   | 184 26.4   | 15 | 397 21.2   | 4  | 91 18.2    | 2   | 91 18.2    | 2  | 118 17.7    |
| Refrigerating and heating equipment and materials     | 45   | 360 23.4   | 7  | 5                     | 49.5                 | 10                   | 81 29.2                | 5                      | 82 30.1                | 5                    | 82 30.1    | 1  | 126 31.6   | 3  | 89 11.4    | 4   | 182 7.0    | 3  | 27 8.7      |
| Tobacco and its products (except leaf)                | 49   | 370 17.5   | 6  | 5                     | 39.4                 | 21                   | 62 35.3                | 16                     | 178 35.0               | 7                    | 156 25.3   | 13 | 137 25.6   | 3  | 109 20.3   | 2   | 109 20.3   | 5  | 65 6.6      |
| Waste materials                                       | 98   | 638 19.7   | 50   | 50                    | 37.9                 | 70                   | 186 15.6               | 28                     | 197 20.2               | 14                   | 175 20.9   | 9  | 177 23.6   | 2  | 109 20.3   | 2   | 109 20.3   | 5  | 65 6.6      |
| All other products                                    | 164  | 923 18.1   | 42   | 28                    | 83.3                 | 153                  | 354 32.5               | 68                     | 601 22.9               | 89                   | 1,125 28.0 | 99 | 2,431 24.4 | 58 | 1,460 17.2 | 49  | 4,432 10.5 | 10 | 1,670 11.6  |
| <b>MANUFACTURERS' SALES BRANCHES</b>                  |  |  |  |                       |                      |                      |                        |                        |                        |                      |            |    |            |    |            |     |            |    |             |
| Amusement and sporting goods                          | 17   | 452 27.2   | 2  | 4                     | 45.2                 | 10                   | 34 41.7                | 1                      | 15 15.6                | 3                    | 24 25.0    | 3  | 24 25.0    | 3  | 24 25.0    | 3   | 24 25.0    | 3  | 24 25.0     |
| Automotive products                                   | 316  | 3,96 24.9  | 2  | 1                     | 44.5                 | 10                   | 34 41.7                | 1                      | 15 15.6                | 3                    | 24 25.0    | 3  | 24 25.0    | 3  | 24 25.0    | 3   | 24 25.0    | 3  | 24 25.0     |
| Chemicals   | 23   | 248 10.5   | 2  | 2                     | 60.0                 | 4                    | 31.3                   | 3                      | 25 25.2                | 1                    | 17 25.9    | 1  | 17 25.9    | 4  | 130 15.0   | 6   | 130 15.0   | 10 | 90 9.5      |
| Clothing and furnishings                              | 16   | 459 27.6   | 2  | 1                     | 29.6                 | 5                    | 54.1                   | 2                      | 14 29.7                | 2                    | 21 18.9    | 2  | 54 1.1     | 1  | 80 23.6    | 2   | 80 23.6    | 2  | 81 37.1     |
| Drugs   | 31   | 602 15.0   | 2  | 1                     | 23.6                 | 5                    | 10 36.6                | 4                      | 14 40.0                | 7                    | 45 11.0    | 1  | 45 11.0    | 1  | 78 10.6    | 1   | 78 10.6    | 2  | 249 11.6    |
| Electrical goods                                      | 14   | 265 14.2   | 1  | 1                     | 50.0                 | 2                    | 8 27.5                 | 2                      | 28 6.7                 | 2                    | 43 16.4    | 2  | 43 16.4    | 3  | 76 9.2     | 3   | 76 9.2     | 1  | 31 2.1      |
| Farm products—consumer goods                          | 86   | 1,049 24.8   | 11   | 1                     | 37.2                 | 2                    | 6 56.5                 | 7                      | 67 31.0                | 10                   | 103 26.1   | 12 | 331 21.6   | 13 | 339 16.0   | 13  | 339 16.0   | 9  | 596 12.1    |
| Jewelry and optical goods                             | 10   | 139 19.3   | 1  | 1                     | 33.3                 | 2                    | 2 20.7                 | —                      | —                      | —                    | —          | —  | —          | 2  | 85 26.1    | 2   | 85 26.1    | 1  | 34 16.1     |
| Machinery and electrical materials                    | 15   | 820 16.5   | 3  | 3                     | 34.5                 | 60                   | 324 30.0               | 23                     | 260 31.0               | 23                   | 503 32.6   | 25 | 622 29.6   | 6  | 363 26.6   | 2   | 269 27.2   | 2  | 269 27.2    |
| Meat and its products                                 | 12   | 116 24.1   | —  | —                     | —                    | —                    | —                      | —                      | —                      | —                    | —          | —  | —          | 1  | 37 15.6    | 2   | 37 15.6    | 2  | 108 19.1    |
| Meatcures   | 11   | 68 25.6  | —  | —                     | —                    | —                    | —                      | —                      | —                      | —                    | —          | —  | —          | 1  | 19 16.2    | 2   | 19 16.2    | 2  | 64 56.0     |
| Printing and book publishing                          | 3  | 459 18.6   | —  | —                     | —                    | —                    | —                      | —                      | —                      | —                    | —          | —  | —          | 2  | 116 42.4   | 2   | 116 42.4   | 2  | 108 21.2    |
| Tobacco and its products (except leaf)                | 24   | 346 13.6   | —  | —                     | —                    | —                    | —                      | —                      | —                      | —                    | —          | —  | —          | 4  | 21 14.0    | 5   | 21 14.0    | 5  | 95 6.6      |

## WHOLESALE DISTRIBUTION: 1933

12-49-1  
Census of  
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Business

Table 1.—STATE OF NORTH DAKOTA SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |              | NET SALES       |                  | TOTAL EXPENSES  |                  |             | Full-time employees<br>(average) | PAY ROLL       |             |              | Stocks on hand<br>(end of year) |                  |
|---|--------------------------|--------------|-----------------|------------------|-----------------|------------------|-------------|----------------------------------|----------------|-------------|--------------|---------------------------------|------------------|
|   | 1933                     | 1929         | 1933            | 1929             | Amount          | Percent of sales |             |                                  | Amount         | Part-time   | Amount       |                                 | Percent of sales |
|   |                          |              |                 |                  |                 | 1933             | 1929        |                                  |                |             |              |                                 |                  |
| <b>THE STATE</b>                        | <b>2,436</b>             | <b>2,619</b> | <b>\$93,990</b> | <b>\$262,430</b> | <b>\$11,783</b> | <b>12.5</b>      | <b>7.5</b>  | <b>4,346</b>                     | <b>\$5,821</b> | <b>6.2</b>  | <b>\$168</b> | <b>\$14,707</b>                 |                  |
| <b>Wholesalers proper</b>               | <b>184</b>               | <b>184</b>   | <b>28,753</b>   | <b>52,153</b>    | <b>4,039</b>    | <b>14.0</b>      | <b>13.2</b> | <b>1,432</b>                     | <b>1,874</b>   | <b>6.5</b>  | <b>46</b>    | <b>4,429</b>                    |                  |
| Wholesale merchants                     | 178                      | 184          | 28,155          | 52,153           | 3,983           | 14.1             | 13.2        | 1,411                            | 1,850          | 6.6         | 45           | 4,352                           |                  |
| Limited function wholesalers            | 6                        | -            | 608             | -                | 56              | 9.2              | -           | 21                               | 24             | 3.9         | 1            | 77                              |                  |
| <b>Manufacturers' sales branches</b>    | <b>54</b>                | <b>41</b>    | <b>6,697</b>    | <b>35,624</b>    | <b>1,638</b>    | <b>24.5</b>      | <b>11.0</b> | <b>498</b>                       | <b>778</b>     | <b>11.6</b> | <b>14</b>    | <b>2,529</b>                    |                  |
| With stocks                             | 51                       | -            | 6,056           | -                | 1,800           | 26.4             | -           | 485                              | 760            | 12.5        | 14           | 2,529                           |                  |
| Without stocks                          | 3                        | -            | 641             | -                | 28              | 5.9              | -           | 13                               | 18             | 2.8         | -            | -                               |                  |
| <b>Agents and brokers</b>               | <b>8</b>                 | <b>15</b>    | <b>1,440</b>    | <b>4,765</b>     | <b>91</b>       | <b>6.3</b>       | <b>2.5</b>  | <b>22</b>                        | <b>41</b>      | <b>2.8</b>  | <b>-</b>     | <b>22</b>                       |                  |
| Brokers                                 | 3                        | 7            | 1,241           | 3,005            | 31              | 2.5              | 2.8         | 6                                | 11             | 1.9         | -            | -                               |                  |
| Other agents                            | 5                        | 8            | 199             | 1,760            | 60              | 30.2             | 2.0         | 16                               | 30             | 15.1        | -            | 22                              |                  |
| <b>All other types</b>                  | <b>2,190</b>             | <b>2,379</b> | <b>57,090</b>   | <b>169,658</b>   | <b>6,015</b>    | <b>10.5</b>      | <b>5.3</b>  | <b>2,394</b>                     | <b>3,128</b>   | <b>5.5</b>  | <b>128</b>   | <b>7,727</b>                    |                  |
| Milk tank stations                      | 688                      | 356          | 12,419          | 17,788           | 2,361           | 19.0             | 13.7        | 804                              | 1,429          | 11.5        | 15           | 1,994                           |                  |
| Assemblers and country buyers           | 187                      | 254          | 4,529           | 13,701           | 466             | 10.3             | 4.0         | 150                              | 161            | 3.6         | 35           | 226                             |                  |
| Cooperative marketing associations 1/   | 39                       | 519          | 1,865           | 65,289           | 148             | 7.9              | 4.3         | 54                               | 68             | 3.6         | 8            | 304                             |                  |
| Cream stations 2/                       | 112                      | -            | 540             | -                | 66              | 12.6             | -           | 51                               | 37             | 6.9         | 5            | 1                               |                  |
| Elevators 3/                            | 1,214                    | 1,047        | 37,717          | 73,110           | 2,972           | 7.9              | 4.4         | 1,235                            | 1,433          | 4.3         | 65           | 5,202                           |                  |

1/ For decrease in number of establishments see footnote number 3.

2/ Cream stations were not included for the most part in 1929 data.

3/ Includes 335 cooperative elevators with sales amounting to \$15,573,000.

## WHOLESALE DISTRIBUTION: 1935

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TABLE 2A. - STATE OF NORTH DAKOTA NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS

FOR STATES AND SELECTED CITIES \*

| Kind of Business   | Total        | FOR STATES AND SELECTED CITIES * |                                     |                                 | Kind of Business  | Total | FOR STATES AND SELECTED CITIES * |                                     |                                 |                                 |
|--|--------------|----------------------------------|-------------------------------------|---------------------------------|---|-------|----------------------------------|-------------------------------------|---------------------------------|---------------------------------|
|  |              | Wholesale<br>merchants           | Mfg. est.<br>branches<br>wh. stocks | All other<br>types <sup>1</sup> |   |       | Wholesale<br>merchants           | Mfg. est.<br>branches<br>wh. stocks | All other<br>types <sup>1</sup> | All other<br>types <sup>1</sup> |
| <b>Total</b>   | <b>2,456</b> | <b>178</b>                       | <b>51</b>                           | <b>2,207</b>                    | Groceries and foods (except farm products)  | 72    | 51                               | 15                                  | 6                               |                                 |
| Amusement and sporting goods<br>(cameras and motion picture films) | 1            | 1                                | -                                   | -                               | Groceries (general line)  | 20    | 27                               | -                                   | 3                               |                                 |
| Automotive products  | 19           | 17                               | 2                                   | -                               | Confectionery and soft drinks   | 11    | 8                                | 1                                   | 2                               |                                 |
| Automobiles and other motor vehicles                               | 2            | 2                                | -                                   | -                               | Fish and sea foods  | 1     | 1                                | 4                                   | -                               |                                 |
| Automotive equipment, accessories and parts                        | 15           | 15                               | -                                   | -                               | Meats and meat products   | 6     | 2                                | 4                                   | -                               |                                 |
| Tires and tubes  | 2            | -                                | -                                   | -                               | Other foods and grocery specialties   | 24    | 13                               | 10                                  | 1                               |                                 |
| Chemicals  | 3            | 3                                | -                                   | -                               | Jewelry and optical goods (optical goods)   | 4     | 4                                | -                                   | -                               |                                 |
| Explosives   | 1            | 1                                | -                                   | -                               | Lumber and building materials<br>(other than metal)                                       | 13    | 12                               | 1                                   | -                               |                                 |
| Paints and varnishes   | 2            | 2                                | -                                   | -                               | Lumber and millwork   | 6     | 5                                | 1                                   | -                               |                                 |
| Coal   | 3            | 3                                | -                                   | -                               | Glass   | 2     | 2                                | -                                   | -                               |                                 |
| Dry goods (general line)   | 2            | 2                                | -                                   | -                               | All other   | 5     | 5                                | -                                   | -                               |                                 |
| Electrical goods   | 4            | 3                                | 1                                   | -                               | Machinery, eqpt.'s and supplies (except electrical)                                       | 38    | 5                                | 29                                  | 4                               |                                 |
| Electrical appliances, eqpt.'s. and supplies                       | 3            | 2                                | 1                                   | -                               | Commercial machinery, eqpt.'s. & supplies   | 5     | -                                | 3                                   | 2                               |                                 |
| Radio and radio equipment  | 1            | 1                                | -                                   | -                               | Construction machinery, eqpt.'s. & supplies   | 2     | -                                | 2                                   | -                               |                                 |
| Farm products-raw materials  | 1,291        | 7                                | -                                   | 1,284                           | Farm and dairy machinery and equipment  | 28    | 3                                | 24                                  | 1                               |                                 |
| Cotton   | 1            | -                                | -                                   | 1                               | Industrial machinery, eqpt.'s. & supplies<br>(barber & beauty parlor eqpt.'s. & supplies) | 1     | -                                | -                                   | 1                               |                                 |
| Grain  | 1,244        | 6                                | -                                   | 1,238                           | Professional equipment and supplies   | 1     | 1                                | -                                   | -                               |                                 |
| Hides, skins, and furs (raw)                                       | 11           | 1                                | -                                   | 10                              | Service equipment and supplies (all other)  | 1     | 1                                | -                                   | -                               |                                 |
| Livestock  | 34           | -                                | -                                   | 34                              | Metals (except scrap)   | 5     | 3                                | -                                   | -                               |                                 |
| Wool and mohair  | 1            | -                                | -                                   | 1                               | Iron and steel  | 2     | 2                                | -                                   | -                               |                                 |
| Farm products-consumer goods                                       | 251          | 34                               | 1                                   | 216                             | Sheet metal products  | 1     | 1                                | -                                   | -                               |                                 |
| Dairy products (general line)                                      | 11           | 3                                | 1                                   | 7                               | Paper and its products  | 1     | 1                                | -                                   | -                               |                                 |
| Butter   | 6            | 3                                | -                                   | 3                               | Petroleum and its products  | 701   | 8                                | -                                   | 693                             |                                 |
| Milk and cream   | 112          | 3                                | -                                   | 109                             | Plumbing and heating equipment and supplies<br>(general line)                             | 2     | -                                | 2                                   | -                               |                                 |
| Poultry and poultry products                                       | 5            | 1                                | -                                   | 4                               | Tobacco and its products (except leaf)  | 2     | -                                | -                                   | 2                               |                                 |
| Dairy and poultry products   | 69           | 8                                | -                                   | 61                              | Waste materials   | 3     | 3                                | -                                   | -                               |                                 |
| Fruits and vegetables (fresh)                                      | 47           | 16                               | -                                   | 31                              | Iron and steel scrap  | 1     | 1                                | -                                   | -                               |                                 |
| All other  | 1            | -                                | -                                   | 1                               | Junk and scrap (general line)   | 2     | 2                                | -                                   | -                               |                                 |
| Farm supplies  | 10           | 9                                | -                                   | 1                               | All other products  | 13    | 12                               | -                                   | 1                               |                                 |
| Feed   | 1            | 1                                | -                                   | -                               | Beer  | 7     | 7                                | -                                   | -                               |                                 |
| Seeds  | 9            | 8                                | -                                   | 1                               | Leather goods   | 1     | 1                                | -                                   | -                               |                                 |
|  |              |                                  |                                     |                                 | Newspapers and magazines  | 3     | 2                                | -                                   | -                               |                                 |
|  |              |                                  |                                     |                                 | Wines and spirituous liquors  | 2     | 2                                | -                                   | -                               |                                 |

<sup>1</sup> The 2,207 "all other types" consists of the following:

|   |   |   |     |   |       |
|---|---|---|-----|---|-------|
| Limited function wholesalers                | 6 | Selling agents (other industrial machinery, equipment and supplies) | 1   | Assemblers & country buyers (continued) |       |
| Groceries (general line)                    | 1 | Bulk tank stations (petroleum)                                      | 688 | Other farm products-consumer goods      | 1     |
| Confectionery and soft drinks               | 2 | Chain store warehouses  | 2   | Seeds                                   | 1     |
| Petroleum and its products                  | 1 | (groceries) (general line)  | 1   | Cooperative marketing associations      | 38    |
| Newspapers and magazines                    | 1 | Assemblers and country buyers                                       | 137 | Cotton                                  | 1     |
| Manufacturers' sale branches-without stocks | 3 | Grain   | 10  | Livestock                               | 4     |
| Commercial machinery, eqpt.'s. & supplies   | 2 | Hides, skins, and furs (raw)  | 10  | Dairy products (general line)           | 4     |
| Tobacco and its products (except leaf)      | 2 | Livestock   | 20  | Butter                                  | 2     |
| Brokers                                     | 3 | Wool and mohair   | 1   | Milk and cream                          | 2     |
| Fruits and vegetables (fresh)               | 2 | Dairy products (general line)                                       | 1   | Dairy and poultry products              | 4     |
| Groceries (general line)                    | 1 | Butter  | 1   | Fruits and vegetables (fresh)           | 5     |
| Commission merchants                        | 1 | Milk and cream  | 13  | Petroleum and its products              | 2     |
| (petroleum and its products)                | 1 | Poultry and poultry products  | 4   | Elevators (grain)                       | 1,214 |
| Manufacturers' agents                       | 5 | Dairy and poultry products  | 39  | Cream stations                          | 112   |
| Other foods and grocery specialties         | 1 | Fruits and vegetables (fresh)                                       | 24  | Milk and cream                          | 84    |
| Commercial machinery, eqpt.'s. & supplies   | 1 |   |     | Dairy and poultry products              | 18    |
| Farm and dairy machinery and equipment      | 1 |   |     |   |       |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF NORTH DAKOTA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>establish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>THE STATE</b>  | 2,436                            | \$93,990  | \$11,783       | 12.5                        | 4,346                               | \$5,821  | \$188         | \$14,707                           |
| Wholesalers proper  | 184                              | 28,765    | 4,039          | 14.0                        | 1,432                               | 1,874    | 46            | 4,429                              |
| Manufacturers' sales branches                               | 54                               | 6,697     | 1,638          | 24.5                        | 498                                 | 778      | 14            | 2,529                              |
| Agents and brokers  | 8                                | 1,440     | 91             | 6.3                         | 22                                  | 41       | -             | 23                                 |
| All other types   | 2,190                            | 57,090    | 6,015          | 10.5                        | 2,394                               | 3,128    | 128           | 7,727                              |
| <b>WHOLESALE PROPER</b>                                     |                                  |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 17                               | 2,852     | 585            | 20.5                        | 198                                 | 272      | 1             | 804                                |
| Chemicals   | 3                                | 89        | 14             | 15.7                        | 8                                   | 8        | 3             | 15                                 |
| Coal  | 3                                | 66        | 8              | 12.1                        | 3                                   | 5        | 1             | 5                                  |
| Electrical goods  | 3                                | 102       | 27             | 26.5                        | 14                                  | 16       | -             | 21                                 |
| Farm products—raw materials                                 | 7                                | 407       | 44             | 10.8                        | 14                                  | 20       | 4             | 42                                 |
| Farm products—consumer goods                                | 34                               | 6,273     | 976            | 15.5                        | 354                                 | 415      | 15            | 451                                |
| Dairy products (general line)                               | 3                                | 184       | 45             | 24.5                        | 19                                  | 22       | -             | 6                                  |
| Milk and cream  | 3                                | 28        | 14             | 50.0                        | 4                                   | 4        | -             | -                                  |
| Dairy and poultry products                                  | 8                                | 2,253     | 433            | 19.2                        | 166                                 | 153      | 7             | 40                                 |
| Fruits and vegetables (fresh)                               | 16                               | 3,413     | 413            | 12.1                        | 139                                 | 201      | -             | 354                                |
| All other   | 4                                | 401       | 71             | 17.7                        | 26                                  | 35       | 8             | 31                                 |
| Farm supplies   | 9                                | 1,349     | 224            | 16.6                        | 58                                  | 97       | 3             | 324                                |
| Groceries and food (except farm products)                   | 54                               | 14,822    | 1,596          | 10.8                        | 588                                 | 774      | 6             | 2,128                              |
| Groceries (general line)                                    | 28                               | 13,671    | 1,267          | 9.2                         | 491                                 | 659      | 2             | 1,990                              |
| Confectionery and soft drinks                               | 10                               | 535       | 185            | 34.6                        | 51                                  | 59       | 2             | 47                                 |
| Other food and grocery specialties                          | 16                               | 616       | 144            | 23.4                        | 46                                  | 56       | 2             | 89                                 |
| Jewelry and optical goods                                   | 4                                | 149       | 54             | 36.2                        | 20                                  | 32       | -             | 14                                 |
| Lumber and building materials (other than metal)            | 12                               | 720       | 165            | 22.9                        | 48                                  | 77       | 2             | 320                                |
| Lumber and millwork   | 5                                | 37        | 15             | 40.5                        | 7                                   | 11       | 1             | 20                                 |
| All other   | 7                                | 683       | 150            | 21.9                        | 41                                  | 66       | 1             | 300                                |
| Machinery, equipment and supplies (except electrical)       | 5                                | 259       | 63             | 24.3                        | 22                                  | 27       | -             | 67                                 |
| Metals (except scrap)                                       | 3                                | 292       | 26             | 8.9                         | 23                                  | 9        | 1             | 11                                 |
| Petroleum and its products                                  | 10                               | 449       | 64             | 14.3                        | 25                                  | 33       | 6             | 35                                 |
| Waste materials   | 3                                | 22        | 10             | 45.5                        | 3                                   | 4        | -             | 16                                 |
| All other kinds of business                                 | 17                               | 905       | 183            | 20.2                        | 54                                  | 85       | 4             | 199                                |
| Beer  | 7                                | 90        | 16             | 17.8                        | 3                                   | 3        | 1             | 12                                 |
| Newspapers and magazines                                    | 3                                | 93        | 8              | 8.6                         | 3                                   | 4        | 1             | -                                  |
| Miscellaneous   | 7                                | 723       | 159            | 21.9                        | 48                                  | 78       | 2             | 186                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                  |           |                |                             |                                     |          |               |                                    |
| WITH STOCKS   | 51                               | 6,056     | 1,600          | 26.4                        | 485                                 | 760      | 14            | 2,529                              |
| Groceries and foods (except farm products)                  | 15                               | 1,682     | 300            | 17.8                        | 83                                  | 130      | -             | 57                                 |
| Machinery, equipment and supplies (except electrical)       | 29                               | 2,817     | 1,073          | 38.1                        | 345                                 | 535      | 12            | 2,226                              |
| All other kinds of business                                 | 7                                | 1,557     | 227            | 14.6                        | 57                                  | 95       | 2             | 246                                |
| WITHOUT STOCKS  | 3                                | 641       | 39             | 5.9                         | 13                                  | 18       | -             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                  |           |                |                             |                                     |          |               |                                    |
| BROKERS   | 3                                | 1,241     | 31             | 2.5                         | 6                                   | 11       | -             | -                                  |
| OTHER AGENTS  | 5                                | 199       | 60             | 30.2                        | 16                                  | 30       | -             | 22                                 |

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### WHOLESALE DISTRIBUTION: 1933

Table 2 B.—STATE OF NORTH DAKOTA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales     | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL     |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|---------------|----------------|-----------------------------|-------------------------------------|--------------|---------------|------------------------------------|
|   |                                       |               | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total        | Part-<br>time |                                    |
| <b>ALL OTHER TYPES</b>                                      |                                       |               |                |                             |                                     |              |               |                                    |
| BULK TANK STATIONS (petroleum)                              | 688                                   | 12,419        | 2,361          | 19.0                        | 904                                 | 1,429        | 15            | 1,294                              |
| ASSEMBLERS AND COUNTRY BUYERS                               | 137                                   | 4,529         | 466            | 10.3                        | 150                                 | 161          | 35            | 226                                |
| Farm products—raw materials                                 | 51                                    | 2,531         | 130            | 5.1                         | 46                                  | 52           | 6             | 109                                |
| Farm products—consumer goods                                | 86                                    | 1,998         | 336            | 16.8                        | 104                                 | 109          | 29            | 117                                |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   |                                       |               |                |                             |                                     |              |               |                                    |
| Farm products—raw materials                                 | 39                                    | 1,985         | 148            | 7.9                         | 54                                  | 68           | 8             | 304                                |
| Farm products—consumer goods                                | 19                                    | 756           | 58             | 7.7                         | 22                                  | 26           | 3             | 132                                |
| All other kinds of business                                 | 17                                    | 349           | 62             | 17.8                        | 23                                  | 27           | 5             | 25                                 |
|   | 3                                     | 780           | 28             | 3.6                         | 9                                   | 15           | -             | 147                                |
| CREAM STATIONS  | 112                                   | 540           | 68             | 12.6                        | 51                                  | 37           | 5             | 1                                  |
| ELEVATORS (grain)   | 1,214                                 | 37,717        | 2,972          | 7.9                         | 1,235                               | 1,433        | 65            | 5,202                              |
| <b>CITIES OF 20,000 TO 50,000 POPULATION</b>                |                                       |               |                |                             |                                     |              |               |                                    |
| FARGO   | 82                                    | 13,543        | 2,599          | 19.2                        | 854                                 | 1,199        | 37            | 2,513                              |
| Wholesalers proper  | 42                                    | 7,373         | 1,336          | 18.1                        | 463                                 | 617          | 12            | 1,263                              |
| All other types   | 40                                    | 6,170         | 1,262          | 20.5                        | 371                                 | 582          | 25            | 1,250                              |
| Farm products—consumer goods                                | 8                                     | 1,972         | 293            | 14.9                        | 125                                 | 125          | 9             | 50                                 |
| Groceries and foods (except farm products)                  | 22                                    | 4,534         | 657            | 14.5                        | 190                                 | 284          | 3             | 596                                |
| Petroleum and its products                                  | 6                                     | 396           | 102            | 25.8                        | 48                                  | 65           | 2             | 66                                 |
| All other products  | 46                                    | 6,641         | 1,546          | 23.3                        | 471                                 | 727          | 23            | 1,601                              |
| <b>CITIES OF 5,000 TO 20,000 POPULATION</b>                 |                                       |               |                |                             |                                     |              |               |                                    |
| <b>Total</b>  | <b>182</b>                            | <b>26,030</b> | <b>3,548</b>   | <b>13.6</b>                 | <b>1,216</b>                        | <b>1,700</b> | <b>38</b>     | <b>4,778</b>                       |
| BISMARCK  | 25                                    | 4,052         | 625            | 15.4                        | 190                                 | 304          | 4             | 829                                |
| DEVILS LAKE   | 12                                    | 2,142         | 408            | 19.0                        | 108                                 | 143          | 5             | 142                                |
| DICKINSON   | 17                                    | 1,493         | 163            | 10.9                        | 63                                  | 82           | 2             | 157                                |
| GRAND FORKS   | 30                                    | 6,851         | 893            | 12.9                        | 326                                 | 408          | 11            | 1,297                              |
| JAMESTOWN   | 20                                    | 2,083         | 250            | 12.0                        | 98                                  | 131          | 5             | 244                                |
| MANDAN  | 6                                     | 534           | 80             | 11.2                        | 18                                  | 30           | 1             | 68                                 |
| MINOT   | 43                                    | 5,470         | 852            | 15.6                        | 306                                 | 432          | 6             | 1,755                              |
| VALLEY CITY   | 16                                    | 1,621         | 177            | 10.9                        | 62                                  | 88           | 3             | 131                                |
| WILLISTON   | 13                                    | 1,784         | 124            | 7.0                         | 45                                  | 62           | 1             | 155                                |

## WHOLESALE DISTRIBUTION: 1933

12-0-7  
Census of  
American  
Business

Table 3.—STATE OF NORTH DAKOTA RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                     | Number of establishments | Total net sales | TOTAL EXPENSES |                  | RECEIPTS FROM—       |                                  |              |                          |                          |        |
|--|--------------------------|-----------------|----------------|------------------|----------------------|----------------------------------|--------------|--------------------------|--------------------------|--------|
|  |                          |                 | Amount         | Percent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental |                          | Other sources            |        |
|  |                          |                 |                |                  |                      |                                  | Amount       | Number of establishments | Number of establishments | Amount |
| Total for State                                      | 2,436                    | \$93,990        | \$11,783       | 12.5             | \$93,729             | \$223                            | 8            | \$28                     | 5                        | \$10   |
| Chemicals  | 3                        | 89              | 14             | 15.7             | 86                   | 3                                | -            | -                        | -                        | -      |
| Coal   | 3                        | 66              | 8              | 12.1             | 66                   | -                                | -            | -                        | -                        | -      |
| Farm products—raw materials                          | 1,291                    | 41,411          | 3,204          | 7.7              | 41,204               | 116                              | 1            | 4                        | 3                        | 7      |
| Farm products—consumer goods                         | 251                      | 10,228          | 1,468          | 14.4             | 10,220               | 7                                | -            | -                        | 1                        | 1      |
| Groceries and foods (except farm products)           | 72                       | 17,659          | 1,923          | 10.9             | 17,637               | -                                | 1            | 2                        | -                        | -      |
| Jewelry and optical goods                            | 4                        | 149             | 54             | 36.2             | 149                  | -                                | -            | -                        | -                        | -      |
| Machinery equipment and supplies (except electrical) | 38                       | 3,235           | 1,196          | 37.0             | 3,162                | 63                               | 3            | 10                       | -                        | -      |
| Metals (except scrap)                                | 3                        | 292             | 26             | 8.9              | 292                  | -                                | -            | -                        | -                        | -      |
| Petroleum and its products                           | 699                      | 12,878          | 2,425          | 18.8             | 12,869               | 5                                | 1            | 4                        | -                        | -      |
| Waste materials                                      | 3                        | 22              | 10             | 45.5             | 22                   | -                                | -            | -                        | -                        | -      |
| All other kinds of business                          | 69                       | 7,981           | 1,455          | 18.2             | 7,942                | 29                               | 2            | 8                        | 1                        | 2      |

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TABLE 7.—STATE OF NORTH CAROLINA WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than \$500]

| Type of Establishment<br>Kind of Business                                  | TOTAL                                      |   |  |  |   |  |   |  |  |   | Under \$10,000   |  | \$10,000 to \$49,999                                  |  | \$50,000 to \$99,999                       |   | \$100,000 to \$199,999   |  | \$200,000 to \$499,999                                |  | \$500,000 to \$999,999                     |   | \$1,000,000 and over   |  |
|--|--|---|--|--|---|--|---|--|--|---|--|--|---|--|--|---|--|--|---|--|--|---|--|--|
|  | Num-<br>ber of<br>estab-<br>lish-<br>ments | Total<br>ex-<br>cess<br>per-<br>cent<br>(over<br>app) | Total<br>ex-<br>cess<br>per-<br>cent<br>(over<br>net<br>sales) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(over<br>app) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(over<br>app) | Total<br>ex-<br>cess<br>per-<br>cent<br>(over<br>net<br>sales) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(over<br>app) | Total<br>ex-<br>cess<br>per-<br>cent<br>(over<br>net<br>sales) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(over<br>app) | Total<br>ex-<br>cess<br>per-<br>cent<br>(over<br>net<br>sales) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(over<br>app) | Total<br>ex-<br>cess<br>per-<br>cent<br>(over<br>net<br>sales) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(over<br>app) | Total<br>ex-<br>cess<br>per-<br>cent<br>(over<br>net<br>sales) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(over<br>app) | Total<br>ex-<br>cess<br>per-<br>cent<br>(over<br>net<br>sales) | Num-<br>ber of<br>estab-<br>lish-<br>ments |
| <b>WHOLESALE MERCHANTS</b>   | 176  | 1,411   | 14.1   | 26   | 15  | 37.6                                       | 59  | 135  | 86.2                                       | 24  | 119  | 17.6                                       | 21  | 198  | 17.1                                       | 54  | 672  | 14.1                                       | 13  | 297  | 10.4                                       | 2   | 93   | 15.2                                       |
| Amusement and sporting goods   | 1  | 8   | (X)  | -  | -   | -  | -   | 1  | 8  | (X)   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  |
| Automotive products  | 17   | 198   | 20.5   | -  | -   | -  | -   | 4  | 11   | 12.6  | 2  | 15   | 15.6  | 4  | 40   | 23.6  | 7  | 132  | 20.1  | -  | -  | -   | -  | -  |
| Coal   | 3  | 6   | 15.7   | -  | -   | -  | -   | 3  | 8  | 19.7  | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  |
| Cotton goods   | 3  | 23  | 1  | 1  | 50.0  | -  | -   | 3  | 9.7  | -   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  |
| Electrical goods   | 5  | 14  | 26.5   | -  | -   | -  | -   | 2  | 7  | 44.4  | 1  | 7  | 30.0  | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  |
| Farm products—raw materials  | 7  | 14  | 10.8   | -  | -   | -  | -   | 4  | 3  | 7.5   | 2  | 2  | 7.0   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  |
| Farm products—consumer goods   | 54   | 366   | 15.5   | 2  | 2   | 40.0                                       | 7   | 15   | 15.7                                       | 7   | 43   | 13.6                                       | 6   | 65   | 14.9                                       | 9   | 133  | 13.1                                       | 1   | 31   | 19.8                                       | 1   | 64   | 24.4                                       |
| Groceries and foods (except farm products)                                 | 51   | 659   | 10.8   | 9  | 4   | 33.3                                       | 10  | 40   | 33.9                                       | 3   | 14   | 23.3                                       | 4   | 33   | 17.0                                       | 13  | 196  | 10.3                                       | 11  | 253  | 10.2                                       | 1   | 59   | 4.4  |
| Jewelry and optical goods  | 4  | 30  | 36.2   | -  | -   | -  | -   | 3  | 14   | 43.1  | 1  | 6  | 27.8  | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  |
| Lumber & building materials (other than<br>Machinery, exp'ts, and supplies | 12   | 46  | 22.9   | 4  | 5   | 45.5                                       | 3   | 4  | 17.6                                       | 3   | 12   | 30.9                                       | 1   | 5  | 13.4                                       | 1   | 22   | 29.3                                       | -   | -  | -  | -   | -  | -  |
| (except electrical)  | 5  | 22  | 24.3   | 1  | -   | 25.0                                       | 1   | 4  | 25.5                                       | -   | -  | -  | 2   | 80   | 6.6  | 3   | 16   | 24.0                                       | -   | -  | -  | -   | -  | -  |
| Metal (except soap)  | 3  | 15  | 18.9   | -  | -   | -  | -   | 1  | 3  | 40.0  | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  |
| Petroleum and its products   | 6  | 23  | 14.7   | 1  | -   | 60.0                                       | 1   | 6  | 19.7                                       | -   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  |
| Petroleum and its products   | 3  | 45  | 5.5  | 2  | 1   | 29.5                                       | 1   | 2  | 53.3                                       | -   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  |
| Waste materials  | 12   | 12  | 19.9   | 5  | 1   | 13.6                                       | 4   | 3  | 13.8                                       | 3   | 8  | 35.5                                       | -   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  |
| All other products   | -  | -   | -  | -  | -   | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  |
| <b>MANUFACTURERS' SALES BRANCHES</b>                                       | 53   | 465   | 25.4   | 7  | 10  | 65.6                                       | 21  | 42   | 27.2                                       | 5   | 35   | 25.1                                       | 7   | 100  | 54.5                                       | 6   | 212  | 20.1                                       | 5   | 86   | 16.1                                       | -   | -  | -  |
| WINE STORES  | -  | -   | -  | -  | -   | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  | -   | -  | -  |
| Groceries and foods (except farm products)                                 | 13   | 63  | 17.6   | 2  | 2   | 36.4                                       | 5   | 5  | 19.5                                       | 2   | 11   | 15.0                                       | 4   | 37   | 23.6                                       | 1   | 11   | 22.0                                       | 1   | 17   | 10.1                                       | -   | -  | -  |
| Machinery, exp'ts, and supplies  | 29   | 345   | 29.1   | 5  | 6   | 46.4                                       | 16  | 37   | 31.3                                       | 1   | 16   | 33.3                                       | 2   | 66   | 74.5                                       | 4   | 173  | 29.5                                       | 1   | 53   | 22.5                                       | -   | -  | -  |
| All other kinds of business  | 11   | 97  | 14.6   | -  | -   | -  | -   | 2  | 8  | 19.4  | -  | -  | -   | 5  | 5  | 10.0  | -  | -  | -   | -  | -  | -   | -  | -  |

REPRODUCED FROM THE ORIGINAL SURVEY

## WHOLESALE DISTRIBUTION: 1933

13-29-3  
Census of  
American  
Business

Table 1.—STATE OF SOUTH DAKOTA SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |       | NET SALES |           | TOTAL EXPENSES |                  |      | Full-time employees (average) | PAY ROLL |                  |           | Stocks on hand (end of year) |
|---|--------------------------|-------|-----------|-----------|----------------|------------------|------|-------------------------------|----------|------------------|-----------|------------------------------|
|   | 1933                     | 1929  | 1933      | 1929      | Amount         | Percent of sales |      |                               | Amount   | Percent of sales | Part-time |                              |
|   |                          |       |           |           |                | 1933             | 1929 |                               |          |                  |           |                              |
| <b>THE STATE</b>                        | 1,756                    | 1,975 | \$75,959  | \$256,290 | \$11,215       | 15.2             | 7.0  | 4,052                         | \$5,327  | 7.2              | \$207     | \$11,668                     |
| <b>Wholesalers proper</b>               | 255                      | 202   | 28,325    | 51,425    | 4,720          | 16.7             | 12.8 | 1,754                         | 2,216    | 7.8              | 70        | 5,270                        |
| Wholesale merchants                     | 246                      | 196   | 26,114    | 49,556    | 4,278          | 16.4             | 13.2 | 1,620                         | 2,101    | 8.0              | 68        | 4,993                        |
| Limited function wholesalers            | 9                        | 6     | 2,209     | 1,869     | 451            | 20.4             | 1.9  | 134                           | 117      | 5.3              | 2         | 277                          |
| <b>Manufacturers' sales branches</b>    | 56                       | 59    | 4,606     | 27,805    | 1,490          | 32.5             | 9.5  | 453                           | 712      | 15.5             | 5         | 2,465                        |
| With stocks                             | 51                       | -     | 4,063     | -         | 1,431          | 35.2             | -    | 464                           | 684      | 16.5             | 3         | 2,465                        |
| Without stocks                          | 5                        | -     | 545       | -         | 59             | 10.8             | -    | 19                            | 88       | 5.1              | -         | -                            |
| <b>Agents and brokers</b>               | 17                       | 22    | 3,352     | 15,162    | 107            | 5.2              | 1.4  | 23                            | 56       | 1.1              | 6         | 5                            |
| Brokers                                 | 4                        | 5     | 645       | 2,750     | 28             | 4.4              | 2.3  | 5                             | 8        | 1.2              | 2         | 2                            |
| Commission merchants                    | 8                        | 12    | 2,553     | 14,817    | 56             | 2.2              | 1.0  | 13                            | 21       | .8               | 1         | -                            |
| Manufacturers' agents                   | 5                        | 5     | 156       | 595       | 23             | 14.7             | 7.9  | 5                             | 7        | 4.5              | 3         | 3                            |
| <b>All other types</b>                  | 1,429                    | 1,710 | 37,556    | 158,688   | 4,867          | 13.0             | 5.1  | 1,792                         | 2,561    | 6.5              | 122       | 3,922                        |
| Bulk tank stations                      | 506                      | 426   | 11,115    | 16,779    | 2,308          | 20.8             | 13.6 | 775                           | 1,246    | 11.2             | 19        | 1,447                        |
| Assemblers and country buyers           | 230                      | 420   | 7,379     | 39,337    | 795            | 10.8             | 4.1  | 313                           | 332      | 4.5              | 59        | 278                          |
| Cooperative marketing associations 1/   | 26                       | 354   | 1,490     | 45,477    | 177            | 11.9             | 3.7  | 45                            | 52       | 3.5              | 2         | 198                          |
| Elevators 2/                            | 572                      | 507   | 16,650    | 37,217    | 1,442          | 8.6              | 3.8  | 560                           | 668      | 4.0              | 36        | 1,928                        |
| Cream stations 3/                       | 94                       | -     | 892       | -         | 165            | 18.5             | -    | 79                            | 63       | 7.1              | 10        | 17                           |
| Other types                             | -                        | 3     | -         | 1,378     | -              | -                | 5.7  | -                             | -        | -                | -         | -                            |

1/ For decrease in the number of establishments see footnote number 2.

2/ Includes 184 cooperative elevators with sales amounting to \$1,872,000.

3/ Cream stations were not included for the most part in 1929 data.

## WHOLESALE DISTRIBUTION: 1933

TABLE 2A. - STATE OF SOUTH DAKOTA NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS

Census of  
American  
Business

FOR STATES AND SELECTED CITIES

| Kind of Business                                  | Total        | Wholesale  |             |                    | Kind of Business  | Total | Wholesale |           |             |                    |  |  |  |
|---|--------------|------------|-------------|--------------------|---|-------|-----------|-----------|-------------|--------------------|--|--|--|
|   |              | merchants  | with stocks | all other types 1/ |   |       | merchants | merchants | with stocks | all other types 1/ |  |  |  |
| <b>Total</b>                                      | <b>1,756</b> | <b>246</b> | <b>511</b>  | <b>1,459</b>       |   |       |           |           |             |                    |  |  |  |
| Amusement and sporting goods                      | 4            | 1          | 2           | 1                  | Groceries and foods (except farm products)              | 100   | 73        | 17        | 10          |                    |  |  |  |
| Cameras and motion picture equipment and supplies | 1            | 1          | -           | -                  | Groceries (general line)                                | 35    | 23        | -         | 6           |                    |  |  |  |
| Moving picture films                              | 3            | -          | 2           | 1                  | Confectionery and soft drinks                           | 10    | 10        | -         | -           |                    |  |  |  |
|   |              |            |             |                    | Meats and meat products                                 | 11    | 9         | 2         | 1           |                    |  |  |  |
|   |              |            |             |                    | Other food and grocery specialties                      | 44    | 25        | 15        | 4           |                    |  |  |  |
| Automotive products                               | 25           | 25         | -           | -                  | Hardware (general line)                                 | 3     | 3         | -         | -           |                    |  |  |  |
| Automobiles and other motor vehicles              | 18           | 18         | -           | -                  | Jewelry and optical goods                               | 1     | 1         | -         | -           |                    |  |  |  |
| Automotive exp't., accessories and parts          | 2            | 2          | -           | -                  | Jewelry (general line)                                  | 3     | 3         | -         | -           |                    |  |  |  |
| Tires and tubes                                   | 7            | 4          | -           | 3                  | Optical goods   | 13    | 13        | -         | -           |                    |  |  |  |
| Chemicals   | 4            | 4          | -           | -                  | Lumber and building materials (other than metal)        | 5     | 5         | -         | -           |                    |  |  |  |
| Paints and varnishes                              | 3            | -          | -           | 3                  | Lumber and millwork                                     | 2     | 2         | -         | -           |                    |  |  |  |
| All other   | 1            | 1          | -           | -                  | Glass   | 6     | 6         | -         | -           |                    |  |  |  |
| Clothing and furnishings (general line)           | 1            | 1          | -           | -                  | All other   | 3     | 3         | -         | -           |                    |  |  |  |
| Coal  | 2            | 1          | -           | 1                  | Machinery, equipment and supplies (except electrical)   | 37    | 12        | 21        | 4           |                    |  |  |  |
|   |              |            |             |                    | Commercial machinery, exp't. and supplies               | 8     | 4         | 2         | 2           |                    |  |  |  |
| Drugs and drug sundries                           | 5            | 3          | 1           | 1                  | Construction machinery, exp't. & supplies               | 20    | 2         | 17        | 1           |                    |  |  |  |
| Drugs (general line)                              | 2            | 2          | -           | -                  | Farm and dairy machinery and equipment                  | 1     | 1         | -         | -           |                    |  |  |  |
| Drugs (specialty lines)                           | 3            | 1          | 1           | 1                  | Industrial machinery, exp't. and supplies               | 3     | 3         | -         | -           |                    |  |  |  |
|   |              |            |             |                    | Professional equipment and supplies                     | 3     | 3         | -         | -           |                    |  |  |  |
| Electrical goods                                  | 7            | 6          | 1           | -                  | Service equipment and supplies                          | 3     | 2         | -         | 1           |                    |  |  |  |
| Electrical appliances, exp't. and supplies        | 5            | 4          | 1           | -                  | Barber and beauty parlor                                | 2     | 1         | -         | 1           |                    |  |  |  |
| Radios and radio equipment                        | 1            | 1          | -           | -                  | All other   | 1     | 1         | -         | -           |                    |  |  |  |
| Refrigerators                                     | 1            | 1          | -           | -                  | Paper and its products                                  | 4     | 3         | 1         | -           |                    |  |  |  |
| Farm products-raw materials                       | 674          | 9          | -           | 665                | Petroleum and its products                              | 522   | 15        | 1         | 506         |                    |  |  |  |
| Grain   | 622          | 7          | -           | 615                | Plumbing and heating exp't. and supplies (general line) | 3     | -         | 3         | -           |                    |  |  |  |
| Hides, skins, and furs (raw)                      | 6            | 1          | -           | 5                  | Tobacco and its products (except leaf)                  | 3     | 2         | -         | 1           |                    |  |  |  |
| Livestock   | 43           | 1          | -           | 42                 | Waste materials   | 9     | 9         | -         | -           |                    |  |  |  |
| Wool and mohair                                   | 2            | -          | -           | 2                  |   |       |           |           |             |                    |  |  |  |
| All other   | 1            | -          | -           | 1                  | All other products                                      | 23    | 22        | 1         | -           |                    |  |  |  |
| Farm products-consumer goods                      | 237          | 32         | 3           | 262                | Beer  | 15    | 14        | 1         | -           |                    |  |  |  |
| Dairy products (general line)                     | 11           | 4          | 2           | 5                  | Leather goods   | 1     | 1         | -         | -           |                    |  |  |  |
| Butter  | 6            | 1          | -           | 5                  | Newspapers and magazines                                | 2     | 2         | -         | -           |                    |  |  |  |
| Milk and cream                                    | 5            | 3          | -           | 2                  | Tins and spirituous liquors                             | 2     | 2         | -         | -           |                    |  |  |  |
| Poultry and poultry products                      | 103          | 10         | -           | 93                 | Miscellaneous kinds of business                         | 4     | 4         | -         | -           |                    |  |  |  |
| Dairy and poultry products                        | 23           | 9          | -           | 14                 |   |       |           |           |             |                    |  |  |  |
| Fruits and vegetables (fresh)                     | 1            | -          | 1           | -                  |   |       |           |           |             |                    |  |  |  |
| All other   | 15           | 8          | -           | 5                  |   |       |           |           |             |                    |  |  |  |
| Farm supplies                                     | 7            | 6          | -           | 1                  |   |       |           |           |             |                    |  |  |  |
| Feed  | 6            | 2          | -           | 4                  |   |       |           |           |             |                    |  |  |  |
| Seeds   | 1            | 4          | -           | 4                  |   |       |           |           |             |                    |  |  |  |

1/ This 1,459 "all other types" consists of the following-

|  |   |   |     |                                    |     |
|--|---|---|-----|------------------------------------|-----|
| Limited function wholesalers                 | 9 | Manufacturers' agents                           | 3   | Cooperative marketing associations | 25  |
| Other chemicals                              | 1 | Construction machinery, exp't. and supplies     | 1   | Coal                               | 1   |
| Seeds  | 1 | Farm and dairy machinery and exp't.             | 1   | Grain                              | 5   |
| Groceries (general line)                     | 5 | Barber and beauty parlor exp't. and supplies    | 1   | Livestock                          | 3   |
| Other food and grocery specialties           | 2 | Other agents (livestock)                        | 2   | Dairy products (general line)      | 5   |
| Manufacturers' sales branches without stocks | 5 | Bulk tank stations (petroleum)                  | 506 | Butter                             | 4   |
| Moving picture films                         | 1 | Chain store warehouses (groceries-general line) | 1   | Dairy and poultry products         | 2   |
| Other chemicals                              | 1 | Assemblers and country buyers                   | 230 | Fruits and vegetables (fresh)      | 2   |
| Drugs (specialty lines)                      | 1 | Grain   | 37  | Seeds                              | 572 |
| Other food and grocery specialties           | 1 | Hides, skins, and furs (raw)                    | 5   | Elevators                          | 1   |
| Tobacco and its products (except leaf)       | 1 | Livestock                                       | 2   | Grain                              | 571 |
| Brokers                                      | 4 | Wool and mohair                                 | 2   | Feed                               | 94  |
| Dairy and poultry products                   | 1 | Other farm products-raw materials               | 1   | Cream stations                     | 83  |
| Fruits and vegetables (fresh)                | 1 | Dairy products (general line)                   | 2   | Milk and cream                     | 11  |
| Other food and grocery specialties           | 1 | Butter  | 2   |                                    |     |
| Construction machinery, exp't. and supplies  | 1 | Milk and cream                                  | 14  |                                    |     |
| Commission merchants                         | 8 | Poultry and poultry products                    | 48  |                                    |     |
| Grain  | 2 | Dairy and poultry products                      | 75  |                                    |     |
| Livestock                                    | 3 | Fruits and vegetables (fresh)                   | 11  |                                    |     |
| Dairy and poultry products                   | 2 | Seeds   | 1   |                                    |     |
| Other chemicals                              | 1 |   |     |                                    |     |

## WHOLESALE DISTRIBUTION: 1933

12-6-34

American

Business

Table 2B.—STATE OF SOUTH DAKOTA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                      | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|----------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per cent<br>of sales |                                     | Total    | Part-<br>time |                                    |
| <b>THE STATE</b>  | 1,756                                 | \$73,639  | \$11,213       | 15.2                 | 4,052                               | \$5,327  | \$207         | \$11,668                           |
| Wholesalers proper  | 255                                   | 28,323    | 4,729          | 16.7                 | 1,754                               | 2,218    | 70            | 5,270                              |
| Manufacturers' sales branches                               | 56                                    | 4,608     | 1,430          | 32.3                 | 453                                 | 712      | 5             | 2,465                              |
| Agents and brokers  | 17                                    | 3,352     | 107            | 3.2                  | 23                                  | 36       | 6             | 5                                  |
| All other types   | 1,422                                 | 37,556    | 4,887          | 13.0                 | 1,792                               | 2,561    | 126           | 5,322                              |
| <b>WHOLESALEERS PROPER</b>                                  |                                       |           |                |                      |                                     |          |               |                                    |
| Automotive products   | 25                                    | 1,957     | 464            | 24.9                 | 171                                 | 247      | 1             | 474                                |
| Automotive eq't., accessories and parts                     | 18                                    | 1,239     | 335            |                      | 115                                 | 153      | -             | 401                                |
| All other   | 7                                     | 528       | 128            |                      | 55                                  | 64       | 1             | 73                                 |
| Chemicals   | 5                                     | 261       | 64             | 24.5                 | 20                                  | 28       | -             | 99                                 |
| Drugs and drug sundries                                     | 3                                     | 641       | 115            | 17.9                 | 40                                  | 50       | -             | 172                                |
| Electrical goods  | 6                                     | 315       | 51             | 19.4                 | 53                                  | 51       | 1             | 90                                 |
| Farm products—raw materials                                 | 9                                     | 1,519     | 344            | 22.6                 | 106                                 | 172      | 1             | 509                                |
| Farm products—consumer goods                                | 32                                    | 3,511     | 615            | 14.7                 | 254                                 | 229      | 14            | 139                                |
| Poultry and poultry products                                | 8                                     | 336       | 61             |                      | 20                                  | 21       | 8             | 4                                  |
| Dairy and poultry products                                  | 10                                    | 990       | 152            |                      | 142                                 | 85       | -             | 16                                 |
| Fruits and vegetables (fresh)                               | 9                                     | 2,066     | 275            |                      | 82                                  | 110      | 3             | 126                                |
| All other   | 5                                     | 119       | 26             |                      | 10                                  | 13       | 3             | 3                                  |
| Farm supplies   | 9                                     | 1,374     | 474            | 34.5                 | 144                                 | 138      | 3             | 325                                |
| Feed  | 6                                     | 256       | 53             |                      | 10                                  | 19       | 1             | 35                                 |
| Seeds   | 3                                     | 1,108     | 421            |                      | 134                                 | 119      | 2             | 290                                |
| Groceries and foods (except farm products)                  | 80                                    | 13,921    | 1,522          | 10.9                 | 595                                 | 745      | 12            | 1,971                              |
| Groceries (general line)                                    | 34                                    | 11,207    | 1,042          |                      | 391                                 | 555      | 6             | 1,527                              |
| Confectionery and soft drinks                               | 10                                    | 450       | 137            |                      | 56                                  | 78       | -             | 72                                 |
| Meats and meat products                                     | 9                                     | 1,300     | 145            |                      | 93                                  | 78       | 4             | 21                                 |
| Other food and grocery specialties                          | 27                                    | 964       | 138            |                      | 45                                  | 71       | 2             | 251                                |
| Hardware  | 3                                     | 900       | 221            | 24.6                 | 64                                  | 88       | -             | 389                                |
| Jewelry and optical goods                                   | 4                                     | 59        | 29             | 42.0                 | 12                                  | 18       | -             | 3                                  |
| Lumber and building materials (other than metal)            | 15                                    | 826       | 221            | 26.8                 | 59                                  | 115      | 24            | 234                                |
| Lumber and millwork   | 5                                     | 212       | 56             |                      | 21                                  | 38       | 18            | 135                                |
| All other   | 8                                     | 614       | 155            |                      | 38                                  | 77       | 6             | 99                                 |
| Machinery, eq't., and supplies (except electrical)          | 12                                    | 504       | 142            | 23.5                 | 70                                  | 77       | 3             | 365                                |
| Construction machinery, equipment and supplies              | 4                                     | 224       | 48             |                      | 17                                  | 25       | 1             | 111                                |
| Professional equipment and supplies                         | 3                                     | 91        | 26             |                      | 11                                  | 9        | 2             | 44                                 |
| Other machinery, equipment and supplies                     | 5                                     | 289       | 68             |                      | 42                                  | 43       | -             | 210                                |
| Paper and its products                                      | 3                                     | 460       | 118            | 25.7                 | 42                                  | 47       | -             | 128                                |
| Petroleum and its products                                  | 15                                    | 1,003     | 282            | 28.1                 | 94                                  | 152      | 2             | 194                                |
| Waste materials   | 9                                     | 58        | 18             | 31.0                 | 9                                   | 9        | 1             | 24                                 |
| All other kinds of business                                 | 27                                    | 994       | 139            | 14.0                 | 51                                  | 59       | 8             | 130                                |
| Beer  | 14                                    | 272       | 41             |                      | 6                                   | 6        | 1             | 15                                 |
| Miscellaneous   | 13                                    | 722       | 98             |                      | 43                                  | 51       | 7             | 112                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                      |                                     |          |               |                                    |
| WITH STOCKS   | 51                                    | 4,065     | 1,431          | 35.2                 | 464                                 | 694      | 5             | 2,465                              |
| Farm products—consumer goods                                | 3                                     | 191       | 23             | 12.0                 | 7                                   | 7        | -             | 3                                  |
| Groceries and foods (except farm products)                  | 17                                    | 1,449     | 309            | 21.3                 | 87                                  | 139      | 1             | 53                                 |

## WHOLESALE DISTRIBUTION: 1933

12-24  
Census of  
American  
Business

Table 2B.—STATE OF SOUTH DAKOTA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales     | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL     |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|---------------|----------------|-----------------------------|-------------------------------------|--------------|---------------|------------------------------------|
|   |                                       |               | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total        | Part-<br>time |                                    |
| <b>WITH STOCKS (continued)</b>                              |                                       |               |                |                             |                                     |              |               |                                    |
| Machinery, equipment and supplies (except electrical)       | 21                                    | \$1,236       | \$726          | 59.7                        | 261                                 | \$368        | \$5           | \$2,017                            |
| Plumbing and heating equipment and supplies                 | 3                                     | 521           | 130            | 25.0                        | 54                                  | 48           | -             | 166                                |
| All other kinds of business                                 | 7                                     | 666           | 243            | 36.5                        | 86                                  | 122          | 1             | 226                                |
| <b>WITHOUT STOCKS</b>                                       |                                       |               |                |                             |                                     |              |               |                                    |
| <b>AGENTS AND BROKERS</b>                                   |                                       |               |                |                             |                                     |              |               |                                    |
| <b>BROKERS</b>  |                                       |               |                |                             |                                     |              |               |                                    |
| COMMISSION MERCHANTS  | 6                                     | 645           | 28             | 4.4                         | 5                                   | 8            | 2             | 2                                  |
| Farm products—raw materials                                 | 0                                     | 2,653         | 56             | 2.2                         | 13                                  | 21           | 1             | -                                  |
| All other kinds of business                                 | 5                                     | 2,514         | 52             | 2.1                         | 13                                  | 21           | 1             | -                                  |
| MANUFACTURERS' AGENTS                                       | 3                                     | 89            | 4              | 10.3                        | -                                   | -            | -             | -                                  |
| <b>ALL OTHER TYPES</b>                                      |                                       |               |                |                             |                                     |              |               |                                    |
| <b>BULK TANK STATIONS (petroleum)</b>                       |                                       |               |                |                             |                                     |              |               |                                    |
| ASSEMBLERS AND COUNTRY BUYERS                               | 506                                   | 11,118        | 2,308          | 20.8                        | 776                                 | 1,246        | 19            | 1,447                              |
| Farm products—raw materials                                 | 250                                   | 7,379         | 799            | 10.6                        | 313                                 | 352          | 59            | 278                                |
| All other kinds of business                                 | 77                                    | 3,477         | 803            | 9.5                         | 79                                  | 95           | 12            | 244                                |
| Farm products—consumer goods                                | 153                                   | 4,102         | 490            | 11.9                        | 234                                 | 237          | 47            | 34                                 |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   |                                       |               |                |                             |                                     |              |               |                                    |
| Farm products—raw materials                                 | 26                                    | 1,490         | 177            | 11.9                        | 45                                  | 52           | 2             | 190                                |
| Farm products—consumer goods                                | 10                                    | 247           | 20             | 8.1                         | 8                                   | 9            | 1             | 25                                 |
| All other kinds of business                                 | 12                                    | 645           | 119            | 21.8                        | 27                                  | 29           | 1             | 36                                 |
| CREAM STATIONS  | 4                                     | 698           | 38             | 5.4                         | 10                                  | 14           | -             | 137                                |
| MILKSTATIONS  | 94                                    | 892           | 165            | 18.5                        | 79                                  | 63           | 10            | 17                                 |
|   | 572                                   | 16,680        | 1,442          | 8.6                         | 580                                 | 668          | 36            | 1,982                              |
| <b>CITIES OF 20,000 TO 50,000 POPULATION</b>                |                                       |               |                |                             |                                     |              |               |                                    |
| <b>SIOUX FALLS</b>  |                                       |               |                |                             |                                     |              |               |                                    |
| Wholesalers proper  | 100                                   | 14,578        | 2,792          | 19.2                        | 966                                 | 1,341        | 50            | 3,243                              |
| All other types   | 54                                    | 6,021         | 1,669          | 20.8                        | 582                                 | 794          | 25            | 1,697                              |
| Farm products—raw materials                                 | 46                                    | 6,857         | 1,123          | 17.1                        | 384                                 | 547          | 25            | 1,646                              |
| Farm products—consumer goods                                | 4                                     | 2,042         | 165            | 8.1                         | 64                                  | 76           | 1             | 18                                 |
| Wholesalers proper  | 6                                     | 1,198         | 135            | 11.3                        | 52                                  | 80           | 22            | 39                                 |
| All other types   | 18                                    | 4,415         | 625            | 14.2                        | 205                                 | 276          | -             | 621                                |
| Petroleum and its products                                  | 13                                    | 1,114         | 303            | 27.2                        | 94                                  | 163          | 2             | 266                                |
| All other kinds of business                                 | 59                                    | 5,809         | 1,854          | 26.9                        | 541                                 | 746          | 25            | 2,809                              |
| <b>CITIES OF 5,000 TO 20,000 POPULATION</b>                 |                                       |               |                |                             |                                     |              |               |                                    |
| <b>Total</b>  | <b>180</b>                            | <b>17,731</b> | <b>3,201</b>   | <b>18.1</b>                 | <b>1,075</b>                        | <b>1,445</b> | <b>45</b>     | <b>3,757</b>                       |
| <b>AKERDEN</b>  |                                       |               |                |                             |                                     |              |               |                                    |
| HURON   | 50                                    | 6,221         | 1,062          | 17.1                        | 377                                 | 554          | 17            | 1,555                              |
| LEAD  | 21                                    | 2,070         | 368            | 17.8                        | 117                                 | 157          | 12            | 394                                |
| MITCHELL  | 5                                     | 233           | 40             | 17.2                        | 7                                   | 15           | -             | 19                                 |
| RAPID CITY  | 33                                    | 2,821         | 395            | 16.6                        | 145                                 | 199          | 8             | 387                                |
| WATERLOO  | 26                                    | 2,693         | 418            | 16.6                        | 118                                 | 183          | 9             | 442                                |
| YANBTON   | 21                                    | 2,102         | 398            | 18.9                        | 139                                 | 198          | 1             | 726                                |
|   | 18                                    | 2,031         | 520            | 25.6                        | 169                                 | 159          | 2             | 354                                |

## WHOLESALE DISTRIBUTION: 1933

12-29-7  
 Census of  
 American  
 Business

Table 3.—STATE OF SOUTH DAKOTA RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                  | RECEIPTS FROM—       |                                  |              |                          |                          |        |
|---|--------------------------|-----------------|----------------|------------------|----------------------|----------------------------------|--------------|--------------------------|--------------------------|--------|
|   |                          |                 | Amount         | Percent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental |                          | Other sources            |        |
|   |                          |                 |                |                  |                      |                                  | Amount       | Number of establishments | Number of establishments | Amount |
| Total for State                                       | 1,756                    | \$73,839        | \$11,215       | 15.2             | \$73,211             | \$567                            | -            | -                        | 12                       | \$261  |
| Automotive products                                   | 25                       | 1,867           | 464            | 24.9             | 1,765                | 101                              | -            | -                        | 1                        | 1      |
| Farm products—raw materials                           | 674                      | 24,349          | 2,151          | 9.0              | 24,142               | 804                              | -            | -                        | 2                        | 3      |
| Farm products—consumer goods                          | 297                      | 9,611           | 1,538          | 15.9             | 9,600                | -                                | -            | -                        | 4                        | 11     |
| Farm supplies   | 15                       | 1,492           | 498            | 33.4             | 1,492                | -                                | -            | -                        | -                        | -      |
| Groceries and foods (except farm products)            | 100                      | 16,240          | 1,852          | 11.4             | 16,226               | 5                                | -            | -                        | 1                        | 9      |
| Hardware  | 3                        | 900             | 221            | 24.6             | 900                  | -                                | -            | -                        | -                        | -      |
| Jewelry and optical goods                             | 4                        | 69              | 29             | 42.0             | 69                   | -                                | -            | -                        | -                        | -      |
| Lumber and building materials (other than metal)      | 15                       | 826             | 221            | 26.8             | 826                  | -                                | -            | -                        | -                        | 4      |
| Machinery, equipment and supplies (except electrical) | 37                       | 1,887           | 875            | 46.4             | 1,859                | 48                               | -            | -                        | -                        | -      |
| Petroleum and its products                            | 528                      | 12,150          | 2,602          | 21.4             | 12,142               | 8                                | -            | -                        | -                        | -      |
| Plumbing and heating equipment and supplies           | 3                        | 521             | 150            | 25.0             | 519                  | -                                | -            | -                        | 1                        | 2      |
| Tobacco and its products (except leaf)                | 3                        | 757             | 31             | 4.1              | 757                  | -                                | -            | -                        | -                        | -      |
| Waste materials                                       | 9                        | 58              | 18             | 31.0             | 58                   | -                                | -            | -                        | -                        | -      |
| All other kinds of business                           | 55                       | 3,112           | 758            | 24.4             | 2,876                | 1                                | -            | -                        | 3 1/2                    | 235    |

1/ Includes 3 exchanges dealing in motion picture films with income from film rentals amounting to \$235,000.







Table 6.—STATE OF SOUTH CAROLINA MONTHLY EMPLOYMENT, BY KIND OF BUSINESS For States and Cities of 500,000 Population and Over

| Kind of Business  | Pro-<br>ducers<br>and<br>firm<br>manu-<br>factur-<br>ers | NUMBERS AND PROPORTIONS<br>OF MEN AND WOMEN<br>EMPLOYED |  |  | Employ-<br>ment<br>ratio to<br>average | Average<br>number<br>of em-<br>ployees | NUMBER OF EMPLOYEES—BY MONTHS |               |       |       |       |       |       |        |                     |              |  |  | No-<br>vem-<br>ber | De-<br>cem-<br>ber |
|---|--|---|--|--|--|--|-------------------------------|---------------|-------|-------|-------|-------|-------|--------|---------------------|--------------|--|--|--------------------|--------------------|
|   |  | Men   |  | Women                                    |  |  | Jan-<br>uary                  | Feb-<br>ruary | March | April | May   | June  | July  | August | Sep-<br>tem-<br>ber | Octo-<br>ber |  |  |                    |                    |
|   |  | Em-<br>ploy-<br>ment<br>average                         | Em-<br>ploy-<br>ment<br>percent<br>total | Em-<br>ploy-<br>ment<br>percent<br>total |  |  |                               |               |       |       |       |       |       |        |                     |              |  |  |                    |                    |
| Total   | 617  | 5,289   | 676 17.2                                 | 4,062                                    | 3,749                                  | 3,646                                  | 3,514                         | 4,013         | 4,028 | 4,066 | 4,166 | 4,221 | 4,292 | 4,324  | 4,240               | 4,240        |  |  |                    |                    |
| Amusement and sporting goods.....                             | -  | 22  | 18 44.2                                  | 38                                       | 36                                     | 35                                     | 37                            | 37            | 37    | 37    | 37    | 40    | 40    | 40     | 42                  | 40           |  |  |                    |                    |
| Automotive products.....                                      | 12   | 154   | 23 12.9                                  | 171                                      | 162                                    | 162                                    | 162                           | 166           | 165   | 167   | 171   | 164   | 168   | 163    | 164                 | 164          |  |  |                    |                    |
| Chemicals.....  | 5  | 23  | 6 20.0                                   | 21                                       | 20                                     | 20                                     | 21                            | 21            | 21    | 22    | 22    | 22    | 22    | 22     | 22                  | 22           |  |  |                    |                    |
| Clothing and furnishings.....                                 | -  | 5   | 5 50.0                                   | 9  | 9                                      | 9                                      | 9                             | 9             | 9     | 9     | 9     | 9     | 10    | 10     | 10                  | 10           |  |  |                    |                    |
| Coal.....   | 1  | 2   | -  | 1  | 2                                      | 2                                      | 2                             | 2             | 2     | 2     | 2     | 2     | 2     | 2      | 2                   | 2            |  |  |                    |                    |
| Drugs and drug undries.....                                   | -  | 67  | 6 10.0                                   | 76                                       | 71                                     | 70                                     | 66                            | 71            | 70    | 73    | 74    | 82    | 80    | 85     | 80                  | 80           |  |  |                    |                    |
| Dry goods.....  | -  | -   | -  | -  | -                                      | -                                      | -                             | -             | -     | -     | -     | -     | -     | -      | -                   | -            |  |  |                    |                    |
| Electrical goods.....   | 4  | 21  | 9 20.5                                   | 27                                       | 26                                     | 24                                     | 24                            | 25            | 25    | 25    | 26    | 27    | 30    | 30     | 30                  | 30           |  |  |                    |                    |
| Farm products—raw materials.....                              | 936  | 936   | 23 3.3                                   | 721                                      | 701                                    | 769                                    | 764                           | 794           | 801   | 807   | 804   | 804   | 801   | 798    | 795                 | 795          |  |  |                    |                    |
| Farm products—consumer goods.....                             | 190  | 513   | 270 54.5                                 | 604                                      | 471                                    | 456                                    | 521                           | 653           | 644   | 654   | 600   | 628   | 691   | 618    | 770                 | 700          |  |  |                    |                    |
| Farm supplies.....  | 10   | 92  | 67 42.4                                  | 179                                      | 143                                    | 125                                    | 130                           | 169           | 161   | 164   | 187   | 207   | 278   | 229    | 278                 | 229          |  |  |                    |                    |
| Furniture and house furnishings.....                          | -  | -   | -  | 150                                      | 156                                    | 159                                    | 153                           | 160           | 226   | 163   | 164   | 138   | 124   | 136    | 139                 | 136          |  |  |                    |                    |
| General merchandise.....                                      | -  | -   | -  | 2  | 2                                      | 2                                      | 2                             | 2             | 2     | 2     | 2     | 2     | 2     | 2      | 2                   | 2            |  |  |                    |                    |
| Groceries and foods<br>(except farm products).....            | 52   | 890   | 140 19.0                                 | 646                                      | 658                                    | 653                                    | 662                           | 661           | 676   | 691   | 691   | 707   | 715   | 737    | 728                 | 719          |  |  |                    |                    |
| Hardware.....   | -  | 55  | 9 14.1                                   | 64                                       | 64                                     | 64                                     | 64                            | 64            | 64    | 64    | 64    | 64    | 64    | 64     | 64                  | 64           |  |  |                    |                    |
| Jewelry and optical goods.....                                | 2  | 10  | 2 16.7                                   | 12                                       | 12                                     | 12                                     | 12                            | 12            | 12    | 12    | 12    | 12    | 12    | 12     | 12                  | 12           |  |  |                    |                    |
| Lumber and building materials<br>(other than metal).....      | 3  | 64  | 7 8.0                                    | 42                                       | 46                                     | 46                                     | 46                            | 46            | 46    | 46    | 46    | 46    | 46    | 46     | 46                  | 46           |  |  |                    |                    |
| Machinery, equipment and supplies<br>(except electrical)..... | 10   | 302   | 35 10.4                                  | 331                                      | 310                                    | 309                                    | 320                           | 325           | 314   | 316   | 312   | 322   | 331   | 338    | 332                 | 328          |  |  |                    |                    |
| Metals (except scrap).....                                    | -  | -   | -  | 16                                       | 15                                     | 14                                     | 15                            | 14            | 21    | 23    | 24    | 17    | 20    | 11     | 9                   | 9            |  |  |                    |                    |
| Paper and its products.....                                   | -  | 52  | 13 20.0                                  | 55                                       | 55                                     | 55                                     | 55                            | 55            | 55    | 55    | 55    | 56    | 56    | 56     | 56                  | 56           |  |  |                    |                    |
| Petroleum and its products.....                               | 96   | 900   | 24 2.6                                   | 10                                       | 10                                     | 10                                     | 10                            | 10            | 11    | 11    | 11    | 11    | 10    | 10     | 10                  | 10           |  |  |                    |                    |
| Plumbing and heating equipment and<br>supplies.....           | -  | 31  | 4 12.6                                   | 35                                       | 34                                     | 32                                     | 31                            | 33            | 33    | 33    | 35    | 35    | 35    | 35     | 35                  | 35           |  |  |                    |                    |
| Toys and its products<br>(except leaf).....                   | 1  | 10  | -  | 10                                       | 9                                      | 9                                      | 9                             | 9             | 9     | 10    | 10    | 10    | 10    | 10     | 10                  | 10           |  |  |                    |                    |
| Waste materials.....  | 10   | 11  | 1 6.7                                    | 9  | 9                                      | 9                                      | 9                             | 9             | 10    | 10    | 10    | 10    | 9     | 9      | 9                   | 9            |  |  |                    |                    |
| All other products.....                                       | 24   | 42  | 5 7.1                                    | 37                                       | 35                                     | 25                                     | 25                            | 25            | 25    | 25    | 25    | 25    | 25    | 25     | 25                  | 25           |  |  |                    |                    |

UNIVERSITY MICROFILMS

## WHOLESALE DISTRIBUTION: 1933

Table 7.—STATE OF SOUTH DAKOTA WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than \$500]

| TYPE OF ESTABLISHMENT<br>Kind of Business             | Total | Under \$10,000                             |  |  |   | \$10,000 to \$49,999                       |  |   |  | \$50,000 to \$99,999                                   |   |  |  | \$100,000 to \$199,999  |  |  |   | \$200,000 to \$499,999                     |  |   |  | \$500,000 to \$999,999                                 |   |  |  | \$1,000,000 and over  |  |  |  |
|---|-------|--|--|--|---|--|--|---|--|--|---|--|--|---|--|--|---|--|--|---|--|--|---|--|--|---|--|--|--|
|   |       | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Total<br>ex-<br>pen-<br>diture<br>per-<br>cent<br>of net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(aver-<br>age) | Total<br>ex-<br>pen-<br>diture<br>per-<br>cent<br>of net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(aver-<br>age) | Total<br>ex-<br>pen-<br>diture<br>per-<br>cent<br>of net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(aver-<br>age) | Total<br>ex-<br>pen-<br>diture<br>per-<br>cent<br>of net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(aver-<br>age) | Total<br>ex-<br>pen-<br>diture<br>per-<br>cent<br>of net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(aver-<br>age) | Total<br>ex-<br>pen-<br>diture<br>per-<br>cent<br>of net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(aver-<br>age) | Total<br>ex-<br>pen-<br>diture<br>per-<br>cent<br>of net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(aver-<br>age) | Total<br>ex-<br>pen-<br>diture<br>per-<br>cent<br>of net<br>sales |  |  |  |
| <b>WHOLESALE MERCHANTS</b>                            |       |  |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| Instrument and sporting goods                         | 245   | 1,621                                      | 16.4   | 74   | 39  | 36.6                                       | 69   | 146   | 22.1                                       | 31   | 167   | 19.3                                       | 25   | 307   | 23.2                                       | 40   | 768   | 15.0                                       | 6  | 156   | 8.6  | 1  | 46  | 17.4                                       |  |   |  |  |  |
| Automotive products                                   | 4     | (X)  |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| Chemicals   | 25    | 171  | 24.9   | 3  |   | 35.3                                       | 7  | 15  | 30.2                                       | 6  | 70  | 26.7                                       | 6  | 67  | 24.7                                       | 1  | 19  | 14.0                                       |  |   |  |  |   |  |  |   |  |  |  |
| Clothing and furnishings                              | 1     | 8  | (X)  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| Drugs and drug sundries                               | 3     | 40   | 17.9   | 1  | 2   | 50.0                                       | 2  | 46.7  | 2  | 8  | 19.8  | 2  | 9.5  | 2   | 52   | 31.6   | 2   | 13   | 17.2   |   |  |  |   |  |  |   |  |  |  |
| Electrical goods                                      | 6     | 23   | 19.4   | 3  | 2   | 46.7                                       | 2  | 8   | 19.8                                       | 2  | 9.5   | 2  | 9.5  | 2   | 52   | 31.6   | 2   | 13   | 17.2   |   |  |  |   |  |  |   |  |  |  |
| Farm products—raw materials                           | 32    | 234  | 14.6   | 2  | 1   | 33.3                                       | 12   | 19  | 2.2  | 10   | 13.2  | 2  | 9.5  | 2   | 52   | 31.6   | 9   | 145  | 14.1   |   |  |  |   |  |  |   |  |  |  |
| Farm products—consumer goods                          | 8     | 24   | 21.9   | 1  |   | 55.0                                       | 4  | 10  | 19.8                                       | 2  | 9.5   | 15.7                                       | 7  | 15  | 23.9                                       |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| Groceries and foods (except farm products)            | 75    | 564  | 13.5   | 39   | 10  | 38.9                                       | 10   | 27  | 35.5                                       | 4  | 9   | 15.3                                       | 7  | 47  | 12.7                                       | 18   | 337   | 15.0                                       | 6  | 136   | 8.9  |  |   |  |  |   |  |  |  |
| Jewelry and optical goods                             | 3     | 64   | 24.6   |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| Lumber and building materials (other than lumber)     | 4     | 12   | 42.0   | 2  | 2   | 28.6                                       | 3  | 10  | 43.6                                       | 1  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| Machinery, equipment and supplies (except electrical) | 13    | 59   | 26.8   | 6  | 5   | 46.7                                       | 7  | 2   | 27.9                                       | 1  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| Meat and its products                                 | 12    | 70   | 23.6   | 3  | 3   | 50.0                                       | 5  | 12  | 22.9                                       | 3  | 17  | 24.0                                       |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| Paper and its products                                | 4     | 42   | 26.7   | 3  | 1   | 18.8                                       | 1  | 1   | 42.1                                       |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| Rubber and its products                               | 13    | 5  | (X)  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| Tobacco and its products (except leaf)                | 5     | 4  | (X)  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| Waste materials                                       | 9     | 9  | 31.0   | 7  | 7   | 97.5                                       | 2  | 2   | 23.1                                       |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| All other products                                    | 22    | 35   | 16.9   | 7  | 2   | 15.4                                       | 10   | 14  | 17.4                                       | 5  | 17  | 16.6                                       |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| <b>MANUFACTURERS' SALES BRANCHES WITH STORES</b>      |       |  |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| Farm products—consumer goods                          | 5     | 7  | 12.0   | 1  | 1   | 56.6                                       | 1  | 4   | 28.6                                       |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| Groceries and foods (except farm products)            | 17    | 87   | 21.3   | 3  | 2   | 16.4                                       | 5  | 7   | 16.5                                       | 4  | 14  | 20.8                                       | 2  | 23  | 35.4                                       | 3  | 41  | 18.4                                       |  |   |  |  |   |  |  |   |  |  |  |
| Machinery, equipment and supplies (except electrical) | 21    | 251  | 50.7   | 4  | 4   | 66.0                                       | 12   | 69  | 59.0                                       |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| Pharmaceuticals and sewing equipment and supplies     | 3     | 24   | 25.0   |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |
| All other kinds of business                           | 7     | 85   | 36.6   |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |

## WHOLESALE DISTRIBUTION: 1933

12-46-1  
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Table 1.—STATE OF NEBRASKA SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF<br>ESTABLISH-<br>MENTS |              | NET SALES        |                    | TOTAL EXPENSES  |                     |             | Full-<br>time<br>employees<br>(average) | PAY ROLL        |               |                        | Stocks<br>on<br>hand<br>(end<br>of<br>year) |
|---|----------------------------------|--------------|------------------|--------------------|-----------------|---------------------|-------------|---|-----------------|---------------|------------------------|---|
|   | 1933                             | 1929         | 1933             | 1929               | Amount          | Percent<br>of sales |             |   | Total           | Part-<br>time | Percent<br>of<br>sales |   |
|   |                                  |              |                  |                    |                 | 1933                | 1929        |   |                 |               |                        |   |
| <b>THE STATE</b>                        | <b>3,419</b>                     | <b>2,890</b> | <b>\$408,476</b> | <b>\$1,054,064</b> | <b>\$38,229</b> | <b>9.4</b>          | <b>5.8</b>  | <b>13,558</b>                           | <b>\$18,416</b> | <b>4.5</b>    | <b>\$720</b>           | <b>\$32,058</b>                             |
| <b>Wholesalers proper</b>               | <b>782</b>                       | <b>596</b>   | <b>125,308</b>   | <b>280,423</b>     | <b>19,294</b>   | <b>15.4</b>         | <b>11.8</b> | <b>6,772</b>                            | <b>9,378</b>    | <b>7.5</b>    | <b>329</b>             | <b>20,923</b>                               |
| Wholesale merchants                     | 742                              | 590          | 118,768          | 277,691            | 18,866          | 15.9                | 11.9        | 6,664                                   | 9,162           | 7.7           | 297                    | 20,865                                      |
| Importers                               | 3                                | -            | 641              | -                  | 27              | 4.2                 | -           | 7                                       | 13              | 2.0           | -                      | 15  |
| Limited function wholesalers            | 37                               | 6            | 5,899            | 2,732              | 401             | 6.8                 | 5.0         | 101                                     | 203             | 3.4           | 32                     | 45  |
| <b>Manufacturers' sales branches</b>    | <b>174</b>                       | <b>153</b>   | <b>45,756</b>    | <b>95,380</b>      | <b>7,308</b>    | <b>16.9</b>         | <b>11.9</b> | <b>2,638</b>                            | <b>3,892</b>    | <b>8.3</b>    | <b>51</b>              | <b>5,423</b>                                |
| With stocks                             | 142                              | -            | 35,904           | -                  | 6,657           | 18.0                | -           | 2,225                                   | 3,194           | 8.7           | 48                     | 5,423                                       |
| Without stocks                          | 32                               | -            | 9,852            | -                  | 1,251           | 12.7                | -           | 413                                     | 698             | 7.1           | 3                      | -   |
| <b>Agents and brokers</b>               | <b>282</b>                       | <b>250</b>   | <b>153,800</b>   | <b>432,610</b>     | <b>2,896</b>    | <b>1.9</b>          | <b>1.2</b>  | <b>816</b>                              | <b>1,514</b>    | <b>1.0</b>    | <b>94</b>              | <b>235</b>                                  |
| Brokers                                 | 36                               | 119          | 13,823           | 100,776            | 268             | 1.9                 | 1.2         | 66                                      | 115             | .8            | -                      | 6   |
| Commission merchants                    | 198                              | 90           | 133,245          | 330,721            | 2,314           | 1.7                 | .9          | 632                                     | 1,246           | .9            | 68                     | 108   |
| Manufacturers' agents                   | 16                               | 26           | 3,662            | 4,622              | 175             | 4.8                 | 11.1        | 54                                      | 83              | 2.3           | 2                      | 106   |
| Selling agents                          | 5                                | 9            | 743              | 1,418              | 65              | 8.7                 | 8.8         | 39                                      | 30              | 4.0           | -                      | 15  |
| Other agents                            | 27                               | 6            | 2,327            | 5,073              | 74              | 3.2                 | 3.3         | 25                                      | 40              | 1.7           | 24                     | -   |
| <b>All other types</b>                  | <b>2,181</b>                     | <b>1,991</b> | <b>82,612</b>    | <b>245,651</b>     | <b>8,131</b>    | <b>9.8</b>          | <b>4.8</b>  | <b>3,332</b>                            | <b>3,638</b>    | <b>4.4</b>    | <b>246</b>             | <b>5,477</b>                                |
| Bulk tank stations 1/                   | 784                              | 288          | 16,106           | 9,771              | 3,270           | 20.3                | 22.2        | 1,398                                   | 1,736           | 10.8          | 25                     | 1,830                                       |
| Chain store warehouses                  | 4                                | 4            | 3,669            | 623                | 197             | 5.4                 | 14.6        | 51                                      | 84              | 2.3           | 2                      | 203   |
| Assemblers and country buyers           | 605                              | 798          | 30,401           | 95,467             | 2,314           | 7.6                 | 3.2         | 861                                     | 823             | 2.7           | 158                    | 1,197                                       |
| Cooperative marketing associations      | 101                              | 125          | 7,399            | 15,850             | 637             | 8.6                 | 3.3         | 247                                     | 275             | 3.7           | 11                     | 422   |
| Cream stations 2/                       | 229                              | -            | 2,728            | -                  | 676             | 24.5                | -           | 316                                     | 245             | 8.9           | 8                      | 61  |
| Elevators 3/                            | 456                              | 668          | 22,309           | 102,064            | 1,037           | 4.6                 | 4.5         | 459                                     | 471             | 2.1           | 42                     | 1,764                                       |
| Other types                             | -                                | 8            | -                | 20,896             | -               | -                   | 6.3         | -                                       | -               | -             | -                      | -   |
| <b>OMAHA</b>                            | <b>647</b>                       | <b>647</b>   | <b>275,598</b>   | <b>704,088</b>     | <b>25,658</b>   | <b>8.2</b>          | <b>5.3</b>  | <b>7,336</b>                            | <b>11,295</b>   | <b>4.1</b>    | <b>256</b>             | <b>18,017</b>                               |
| <b>Wholesalers proper</b>               | <b>294</b>                       | <b>293</b>   | <b>77,245</b>    | <b>187,657</b>     | <b>12,071</b>   | <b>15.6</b>         | <b>11.3</b> | <b>4,112</b>                            | <b>6,095</b>    | <b>7.9</b>    | <b>162</b>             | <b>13,349</b>                               |
| Manufacturers' sales branches           | 115                              | 114          | 42,846           | 75,031             | 6,820           | 15.9                | 12.1        | 2,091                                   | 3,293           | 7.7           | 34                     | 3,936                                       |
| Agents and brokers                      | 211                              | 223          | 144,900          | 404,882            | 2,549           | 1.8                 | 1.1         | 723                                     | 1,354           | .9            | 36                     | 124   |
| All other types                         | 27                               | 17           | 10,607           | 33,518             | 1,218           | 11.5                | 5.9         | 412                                     | 553             | 5.2           | 24                     | 608   |

1/ The increase in the number of establishments and net sales was due primarily to differences in methods of reporting some large chain organiza-

and to concerns which began operation subsequent to 1929.

2/ Cream stations were not included for the most part in 1929 data.

3/ Includes 220 cooperative elevators with sales amounting to \$14,912,000.

## WHOLESALE DISTRIBUTION: 1933

Census of  
American  
Business

TABLE 2A. - STATE OF NEBRASKA

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS  
FOR STATES AND SELECTED CITIES

| Kind of Business                                  | Total        | Mfg. ests.             |                |                   |                       | Kind of Business                           | Total      | Mfg. ests.             |                |                   |                       |
|---|--------------|------------------------|----------------|-------------------|-----------------------|--|------------|------------------------|----------------|-------------------|-----------------------|
|   |              | Wholesale<br>merchants | With<br>stocks | Without<br>stocks | All other<br>types 1/ |  |            | Wholesale<br>merchants | With<br>stocks | Without<br>stocks | All other<br>types 1/ |
| <b>Total</b>                                      | <b>3,419</b> | <b>742</b>             | <b>142</b>     | <b>32</b>         | <b>2,503</b>          | <b>Groceries and foods</b>                 | <b>214</b> | <b>147</b>             | <b>33</b>      | <b>5</b>          | <b>23</b>             |
| Amusement and sporting goods                      | 18           | 10                     | 5              | 3                 | -                     | Groceries (general line)                   | 42         | 39                     | -              | -                 | 3                     |
| Cameras and motion picture equipment and supplies | 1            | 1                      | -              | -                 | -                     | Confectionery and soft drinks              | 35         | 32                     | 1              | 1                 | 1                     |
| Moving picture films                              | 13           | 5                      | 5              | 3                 | -                     | Fish and sea foods                         | 5          | 5                      | -              | -                 | -                     |
| Sporting goods (general line)                     | 1            | 1                      | -              | -                 | -                     | Meats and meat products                    | 19         | 13                     | 5              | 1                 | -                     |
| Toys, novelties, and fireworks                    | 1            | 1                      | -              | -                 | -                     | Other food and grocery specialties         | 113        | 58                     | 27             | 3                 | 25                    |
| All other   | 2            | 2                      | -              | -                 | -                     | Hardware                                   | 8          | 8                      | -              | -                 | -                     |
| Automotive products                               | 81           | 70                     | 6              | 1                 | 4                     | Hardware (general line)                    | 5          | 5                      | -              | -                 | -                     |
| Automobiles and other motor vehicles              | 9            | 6                      | 2              | -                 | 1                     | Hardware (specialty lines)                 | 3          | 3                      | -              | -                 | -                     |
| Automotive eqpt., accessories and parts           | 63           | 61                     | -              | -                 | 2                     | Jewelry and optical goods                  | 14         | 11                     | 2              | 1                 | -                     |
| Tires and tubes                                   | 9            | 3                      | 4              | 1                 | 1                     | Jewelry (general line)                     | 5          | 5                      | -              | 1                 | -                     |
| Chemicals   | 21           | 12                     | 6              | 2                 | 1                     | Optical goods                              | 8          | 6                      | 2              | -                 | -                     |
| Dye stuffs  | 1            | -                      | -              | 1                 | -                     | Lumber and building materials              | 38         | 27                     | 2              | 3                 | 6                     |
| Industrial chemicals                              | 1            | 1                      | -              | -                 | -                     | Lumber and millwork                        | 15         | 9                      | 1              | -                 | 5                     |
| Paints and varnishes                              | 13           | 8                      | 5              | -                 | -                     | Brick and tile                             | 1          | 1                      | -              | -                 | -                     |
| All other   | 6            | 3                      | 1              | 1                 | 1                     | Cement                                     | 1          | -                      | -              | 1                 | -                     |
| Clothing and furnishings                          | 10           | 8                      | -              | -                 | 2                     | Glass                                      | 2          | 1                      | 1              | -                 | -                     |
| Clothing, women's and children's                  | 3            | 3                      | -              | -                 | -                     | All other                                  | 19         | 16                     | -              | 2                 | 1                     |
| Furnishings, men's and boys'                      | 1            | 1                      | -              | -                 | -                     | Machinery, equipment and supplies          | 107        | 54                     | 44             | 5                 | 4                     |
| Furnishings, women's and children's               | 1            | 1                      | -              | -                 | -                     | Commercial machinery, eqpt. and supplies   | 16         | 5                      | 9              | 1                 | 1                     |
| Hosiery   | 1            | 1                      | -              | -                 | -                     | Construction machinery, eqpt. and supplies | 11         | 6                      | 4              | -                 | 1                     |
| Shoes and other footwear                          | 1            | -                      | -              | -                 | 1                     | Farm and dairy machinery & eqpt.           | 36         | 11                     | 23             | 1                 | 1                     |
| Coal  | 24           | 9                      | -              | 3                 | 12                    | Industrial machinery, eqpt. and supplies   | 15         | 12                     | 1              | 2                 | -                     |
| Drugs and drug sundries                           | 15           | 10                     | 2              | 1                 | 2                     | Bottles and bottling equipment             | 2          | 2                      | -              | -                 | -                     |
| Drugs (general line)                              | 2            | 2                      | -              | -                 | -                     | Mill and mine supplies                     | 3          | 3                      | -              | -                 | -                     |
| Drugs (specialty lines)                           | 9            | 5                      | 2              | -                 | 2                     | All other                                  | 10         | 7                      | 1              | 2                 | -                     |
| Patent medicines                                  | 1            | 1                      | -              | -                 | -                     | Professional equipment and supplies        | 14         | 8                      | 4              | 1                 | 1                     |
| Toilet articles and preparations                  | 1            | -                      | -              | 1                 | -                     | Service equipment and supplies             | 15         | 12                     | 3              | -                 | -                     |
| All other   | 2            | 2                      | -              | -                 | -                     | Barber and beauty parlor                   | 7          | 7                      | -              | -                 | -                     |
| Dry goods   | 6            | 5                      | -              | -                 | 1                     | Laundry                                    | 3          | 3                      | 2              | -                 | -                     |
| Dry goods (general line)                          | 1            | 1                      | -              | -                 | -                     | All other                                  | 5          | 4                      | 1              | -                 | -                     |
| Knit goods  | 1            | -                      | -              | -                 | 1                     | Metals (except scrap)                      | 5          | 4                      | -              | 1                 | -                     |
| Hosiery   | 2            | 2                      | -              | -                 | -                     | Iron and steel                             | 5          | 4                      | -              | 1                 | -                     |
| Piece goods                                       | 1            | 1                      | -              | -                 | -                     | Paper and its products                     | 22         | 18                     | 1              | 2                 | 1                     |
| All other   | 1            | 1                      | -              | -                 | -                     | Petroleum and its products                 | 833        | 35                     | 5              | -                 | 793                   |
| Electrical goods                                  | 20           | 12                     | 3              | 1                 | 4                     | Plumbing & heating eqpt. & supplies        | 20         | 9                      | 10             | -                 | 1                     |
| Electrical appliances, eqpt. & supplies           | 17           | 9                      | 3              | 1                 | 4                     | Heating eqpt., (general line)              | 3          | 1                      | 2              | -                 | -                     |
| Radios and radio equipment                        | 2            | 2                      | -              | -                 | -                     | Plumbing & heating eqpt.                   | 9          | 4                      | 5              | -                 | -                     |
| Refrigerators                                     | 1            | 1                      | -              | -                 | -                     | Stoves and ranges                          | 2          | 1                      | 1              | -                 | -                     |
| Farm products-raw materials                       | 974          | 77                     | -              | -                 | 897                   | All other                                  | 6          | 3                      | 2              | -                 | 1                     |
| Grain   | 850          | 55                     | -              | -                 | 595                   | Tobacco and its products (except leaf)     | 14         | 10                     | -              | 1                 | 3                     |
| Hides, skins, and furs (raw)                      | 18           | 3                      | -              | -                 | 15                    | Waste materials                            | 24         | 24                     | -              | -                 | -                     |
| Horses and mules                                  | 4            | 2                      | -              | -                 | 2                     | Iron and steel scrap                       | 8          | 8                      | -              | -                 | -                     |
| Livestock   | 299          | 17                     | -              | -                 | 282                   | Junk and scrap (general line)              | 12         | 12                     | -              | -                 | -                     |
| Wool and mohair                                   | 1            | -                      | -              | -                 | 1                     | Waste paper, rags and rubber               | 4          | 4                      | -              | -                 | -                     |
| All other   | 2            | -                      | -              | -                 | 2                     | All other products                         | 70         | 56                     | 4              | 2                 | 8                     |
| Farm products-consumer goods                      | 821          | 86                     | 16             | 1                 | 718                   | Beer                                       | 35         | 34                     | 1              | -                 | -                     |
| Dairy products (general line)                     | 30           | 12                     | 3              | -                 | 15                    | Books and periodicals                      | 3          | 1                      | 1              | 1                 | -                     |
| Butter  | 11           | 3                      | 2              | -                 | 6                     | Cordage and twine                          | 2          | -                      | 1              | -                 | 1                     |
| Cheese  | -            | 1                      | -              | -                 | -                     | Flowers and nursery stock                  | 3          | 2                      | -              | -                 | 1                     |
| Milk and cream                                    | 195          | 5                      | -              | -                 | 193                   | Leather                                    | 2          | 2                      | -              | -                 | -                     |
| All other dairy products                          | 17           | 5                      | 6              | 1                 | 5                     | Leather goods                              | 2          | 5                      | -              | -                 | -                     |
| Poultry and poultry products                      | 156          | 14                     | 2              | -                 | 140                   | Newspaper and magazines                    | 6          | 4                      | -              | -                 | 2                     |
| Dairy and poultry products                        | 312          | 13                     | 2              | -                 | 297                   | Rubber goods (general line)                | 1          | -                      | 1              | -                 | -                     |
| Fruits and vegetables (fresh)                     | 96           | 36                     | -              | -                 | 60                    | Wines and spiritous liquors                | 1          | 1                      | -              | -                 | -                     |
| All other   | 3            | 1                      | -              | -                 | 2                     | Miscellaneous kinds of business            | 12         | 7                      | -              | 1                 | 4                     |
| Farm supplies                                     | 45           | 28                     | -              | -                 | 17                    |  |            |                        |                |                   |                       |
| Feed  | 28           | 13                     | -              | -                 | 15                    |  |            |                        |                |                   |                       |
| Seeds   | 14           | 12                     | -              | -                 | 2                     |  |            |                        |                |                   |                       |
| All other   | 3            | 3                      | -              | -                 | -                     |  |            |                        |                |                   |                       |
| Furniture and house furnishings                   | 14           | 11                     | 3              | -                 | -                     |  |            |                        |                |                   |                       |
| China, glassware and crockery                     | 1            | 1                      | -              | -                 | -                     |  |            |                        |                |                   |                       |
| Furniture   | 4            | 3                      | 1              | -                 | -                     |  |            |                        |                |                   |                       |
| House furnishings (except floor coverings)        | 9            | 7                      | 2              | -                 | -                     |  |            |                        |                |                   |                       |
| General merchandise                               | 1            | 1                      | -              | -                 | -                     |  |            |                        |                |                   |                       |

## WHOLESALE DISTRIBUTION: 1933

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 TABLE 2A. - STATE OF NEBRASKA  
 NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)  
 FOR STATES AND SELECTED CITIES

| Type of Establishment<br>Kind of Business                 |     | Type of Establishment<br>Kind of Business |     |
|---|-----|---|-----|
| 1/ The 2,503 "All other types" consists of the following- |     |   |     |
| Importers   | 3   | Selling agents                            | 5   |
| Automotive exp't., accessories and parts                  | 1   | Automobiles and other motor vehicles      | 1   |
| Fruits and vegetables (fresh)                             | 1   | Automotive exp't., accessories and parts  | 1   |
| Flowers and nursery stock                                 | 1   | Coal                                      | 2   |
| Limited function wholesalers                              | 37  | Newspapers and magazines                  | 1   |
| Coal  | 10  | Other agents                              | 27  |
| Dairy products (general line)                             | 1   | Livestock                                 | 24  |
| Fruits and vegetables (fresh)                             | 4   | Miscellaneous kinds of business           | 3   |
| Groceries (general line)                                  | 1   | Bulk tank stations (petroleum)            | 784 |
| Confectionery and soft drinks                             | 1   | Chain store warehouses                    | 4   |
| Other food and grocery specialties                        | 6   | Fruits and vegetables (fresh)             | 2   |
| Lumber and millwork                                       | 2   | Groceries (general line)                  | 2   |
| Paper and its products                                    | 1   | Assemblers and country buyers             | 605 |
| Petroleum and its products                                | 7   | Grain                                     | 80  |
| Tobacco and its products (except leaf)                    | 3   | Hides, skins, and furs (raw)              | 12  |
| Feed  | 1   | Livestock                                 | 73  |
| Brokers   | 36  | Tool and mohair                           | 1   |
| Furnishings, men's and boys'                              | 1   | Other farm products-raw materials         | 2   |
| Drugs (specialty lines)                                   | 1   | Dairy products (general line)             | 7   |
| Grain   | 4   | Butter                                    | 1   |
| Livestock   | 1   | Milk and cream                            | 20  |
| Fruits and vegetables (fresh)                             | 10  | All other dairy products                  | 1   |
| Other food and grocery specialties                        | 17  | Poultry and poultry products              | 85  |
| Lumber and millwork                                       | 2   | Dairy and poultry products                | 273 |
| Commission merchants                                      | 198 | Fruits and vegetables (fresh)             | 39  |
| Tires and tubes   | 1   | Other farm products-consumer goods        | 1   |
| Drugs (specialty lines)                                   | 1   | Feed                                      | 9   |
| Grain   | 10  | Seeds                                     | 1   |
| Horses and mules  | 2   | Cooperative marketing associations        | 101 |
| Livestock   | 176 | Grain                                     | 49  |
| Poultry and poultry products                              | 1   | Livestock                                 | 8   |
| Dairy and poultry products                                | 5   | Dairy products (general line)             | 6   |
| Feed  | 1   | Butter                                    | 5   |
| Lumber and millwork                                       | 1   | Milk and cream                            | 4   |
| Manufacturers' agents                                     | 16  | Dairy and poultry products                | 19  |
| Other chemicals   | 1   | Fruits and vegetables (fresh)             | 4   |
| Shoes and other footwear                                  | 1   | Feed                                      | 1   |
| Exit goods  | 1   | Seeds                                     | 1   |
| Electrical appliances, equipment and supplies             | 4   | Other food and grocery specialties        | 1   |
| Other food and grocery specialties                        | 1   | Other lumber and building materials       | 1   |
| Commercial machinery, equipment and supplies              | 1   | Petroleum and its products                | 2   |
| Construction machinery, equipment and supplies            | 1   | Elevators                                 | 458 |
| Farm and dairy machinery, equipment and supplies          | 1   | Grain                                     | 452 |
| Professional equipment and supplies                       | 1   | Hides, skins, and furs (raw)              | 3   |
| Other plumbing and heating exp't. and supplies            | 1   | Feed                                      | 3   |
| Girdage and twine   | 1   | Cream stations                            | 229 |
| Newspapers and magazines                                  | 1   | Dairy products (general line)             | 1   |
| Miscellaneous kinds of business                           | 1   | Milk and cream                            | 169 |
|   |     | All other dairy products                  | 4   |
|   |     | Poultry and poultry products              | 54  |
|   |     | Other farm products-consumer goods        | 1   |

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## WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF NEBRASKA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <u>THE STATE</u>  | 3,419                                 | \$408,476 | \$38,229       | 9.4                         | 13,598                              | \$18,416 | \$720         | \$32,058                           |
| Wholesalers proper  | 782                                   | 125,308   | 19,294         | 15.4                        | 6,772                               | 9,378    | 329           | 20,923                             |
| Manufacturers' sales branches                               | 174                                   | 46,756    | 7,908          | 16.9                        | 2,658                               | 5,892    | 51            | 5,425                              |
| Agents and brokers  | 232                                   | 153,809   | 2,896          | 1.9                         | 816                                 | 1,514    | 94            | 235                                |
| All other types   | 2,181                                 | 82,612    | 8,131          | 9.8                         | 3,332                               | 3,632    | 246           | 5,477                              |
| <u>WHOLESALE PROPER</u>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 10                                    | 222       | 139            | 62.6                        | 33                                  | 45       | 3             | 39                                 |
| Moving picture films  | 5                                     | 123       | 97             |                             | 20                                  | 32       | 3             | 11                                 |
| All other   | 5                                     | 99        | 42             |                             | 13                                  | 13       | -             | 27                                 |
| Automotive products   | 71                                    | 4,793     | 1,214          | 25.3                        | 498                                 | 608      | 11            | 1,518                              |
| Automobiles and other motor vehicles                        | 6                                     | 522       | 86             | -                           | 40                                  | 36       | 1             | 37                                 |
| Automotive eqpt. (accessories and parts)                    | 62                                    | 4,135     | 1,104          |                             | 438                                 | 559      | 9             | 1,424                              |
| Tires and tubes   | 3                                     | 133       | 24             |                             | 20                                  | 13       | 1             | 47                                 |
| Chemicals   | 12                                    | 954       | 276            | 28.9                        | 77                                  | 121      | 2             | 222                                |
| Paints and varnishes  | 8                                     | 788       | 248            |                             | 69                                  | 106      | 2             | 204                                |
| All other   | 4                                     | 166       | 28             |                             | 8                                   | 15       | -             | 18                                 |
| Clothing and furnishings                                    | 8                                     | 534       | 95             | 17.8                        | 39                                  | 50       | 4             | 69                                 |
| Clothing, women's and children's                            | 3                                     | 341       | 50             |                             | 13                                  | 23       | 3             | 19                                 |
| All other   | 5                                     | 193       | 45             |                             | 25                                  | 27       | 1             | 50                                 |
| Coal  | 19                                    | 3,502     | 286            | 8.2                         | 66                                  | 158      | 27            | 30                                 |
| Drugs and drug sundries                                     | 10                                    | 2,877     | 502            | 20.9                        | 160                                 | 257      | 3             | 504                                |
| Drugs (specialty lines)                                     | 3                                     | 356       | 145            |                             | 27                                  | 49       | 3             | 45                                 |
| All other   | 5                                     | 2,521     | 460            |                             | 133                                 | 208      | -             | 459                                |
| Dry goods   | 5                                     | 1,573     | 245            | 15.6                        | 75                                  | 103      | -             | 436                                |
| Electrical goods  | 12                                    | 2,103     | 528            | 25.1                        | 152                                 | 247      | -             | 311                                |
| Electrical appliances, equipment and supplies               | 9                                     | 1,475     | 352            |                             | 106                                 | 167      | -             | 194                                |
| All other   | 3                                     | 628       | 176            |                             | 46                                  | 80       | -             | 117                                |
| Farm products—raw materials                                 | 77                                    | 19,691    | 1,300          | 6.6                         | 343                                 | 525      | 12            | 3,510                              |
| Grain   | 55                                    | 15,584    | 1,201          |                             | 310                                 | 493      | 10            | 3,449                              |
| Livestock   | 17                                    | 3,943     | 83             |                             | 28                                  | 23       | 2             | 48                                 |
| All other   | 5                                     | 154       | 16             |                             | 5                                   | 5        | -             | 13                                 |
| Farm products—consumer goods                                | 92                                    | 23,994    | 3,620          | 15.1                        | 1,220                               | 1,628    | 78            | 1,377                              |
| Dairy products (general line)                               | 13                                    | 2,682     | 946            |                             | 335                                 | 464      | 5             | 38                                 |
| Butter  | 3                                     | 88        | 15             |                             | 7                                   | 7        | 1             | -                                  |
| All other dairy products                                    | 10                                    | 447       | 57             |                             | 34                                  | 26       | -             | 15                                 |
| Poultry and poultry products                                | 14                                    | 909       | 110            |                             | 80                                  | 66       | 8             | 55                                 |
| Dairy and poultry products                                  | 13                                    | 11,840    | 1,591          |                             | 429                                 | 624      | 48            | 1,038                              |
| Fruit and vegetables (fresh)                                | 41                                    | 8,021     | 898            |                             | 343                                 | 440      | 16            | 231                                |
| All other   | 3                                     | 7         | 3              |                             | 2                                   | 1        | -             | -                                  |
| Farm supplies   | 29                                    | 2,946     | 423            | 14.4                        | 139                                 | 166      | 20            | 527                                |
| Feed  | 14                                    | 1,023     | 183            |                             | 46                                  | 71       | 14            | 71                                 |
| Seeds   | 12                                    | 636       | 146            |                             | 58                                  | 48       | 5             | 310                                |
| All other   | 3                                     | 1,287     | 94             |                             | 35                                  | 47       | 1             | 146                                |
| Furniture and house furnishings                             | 11                                    | 1,659     | 335            | 20.0                        | 140                                 | 181      | 3             | 821                                |
| House furnishings (except floor coverings)                  | 7                                     | 940       | 92             |                             | 31                                  | 34       | 2             | 274                                |
| All other   | 4                                     | 1,119     | 240            |                             | 109                                 | 147      | 1             | 547                                |



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Table 2B.—STATE OF NEBRASKA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALE PROPER (continued)</b>                         |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 155                                   | \$33,900  | \$4,620        | 13.6                        | 1,806                               | \$2,453  | \$25          | \$5,462                            |
| Groceries (general line)                                    | 40                                    | 25,595    | 3,152          |                             | 1,268                               | 1,760    | 3             | 4,510                              |
| Confectionery and soft drinks                               | 33                                    | 2,058     | 263            |                             | 129                                 | 116      | 6             | 101                                |
| Fish and sea foods  | 5                                     | 331       | 59             |                             | 24                                  | 23       | -             | 19                                 |
| Meats and meat products                                     | 13                                    | 600       | 168            |                             | 38                                  | 41       | 2             | 21                                 |
| Other food and grocery specialties                          | 64                                    | 5,316     | 978            |                             | 357                                 | 513      | 14            | 811                                |
| Hardware  | 8                                     | 2,750     | 673            | 24.5                        | 256                                 | 320      | -             | 1,305                              |
| Hardware (general line)                                     | 5                                     | 2,417     | 592            |                             | 225                                 | 274      | -             | 1,138                              |
| Hardware (specialty lines)                                  | 3                                     | 333       | 81             |                             | 30                                  | 46       | -             | 167                                |
| Jewelry and optical goods                                   | 11                                    | 537       | 222            | 41.3                        | 77                                  | 109      | 3             | 127                                |
| Jewelry (general line)                                      | 5                                     | 200       | 49             |                             | 12                                  | 20       | 3             | 68                                 |
| Optical goods   | 6                                     | 337       | 173            |                             | 65                                  | 89       | -             | 59                                 |
| Lumber & building materials (other than metal)              | 29                                    | 3,990     | 759            | 19.1                        | 229                                 | 390      | 28            | 685                                |
| Lumber and millwork   | 11                                    | 2,136     | 286            |                             | 71                                  | 144      | 11            | 300                                |
| All other   | 18                                    | 1,844     | 473            |                             | 158                                 | 236      | 17            | 385                                |
| Machinery, eq't. and supplies (except electrical)           | 54                                    | 4,228     | 1,190          | 28.1                        | 398                                 | 644      | 28            | 1,324                              |
| Commercial machinery, eq't. & supplies                      | 5                                     | 110       | 59             |                             | 22                                  | 31       | 2             | 58                                 |
| Construction machinery, eq't. & supplies                    | 6                                     | 581       | 145            |                             | 47                                  | 78       | 1             | 187                                |
| Farm and dairy machinery and equipment                      | 11                                    | 1,057     | 249            |                             | 74                                  | 116      | 5             | 277                                |
| Industrial machinery, equipment & supplies                  | 12                                    | 1,180     | 302            |                             | 106                                 | 180      | 10            | 301                                |
| Mill and mine supplies (general line)                       | 3                                     | 553       | 172            |                             | 44                                  | 99       | 8             | 176                                |
| All other   | 9                                     | 627       | 130            |                             | 62                                  | 81       | 2             | 125                                |
| Professional equipment and supplies                         | 8                                     | 665       | 224            |                             | 86                                  | 134      | 9             | 336                                |
| Service equipment and supplies                              | 12                                    | 635       | 211            |                             | 63                                  | 105      | 1             | 165                                |
| Barber and beauty parlor equipment and supplies             | 7                                     | 327       | 118            |                             | 36                                  | 60       | 1             | 89                                 |
| All other   | 5                                     | 306       | 93             |                             | 27                                  | 45       | -             | 76                                 |
| Metals (except scrap)                                       | 4                                     | 593       | 101            | 17.0                        | 25                                  | 53       | 26            | 79                                 |
| Paper and its products                                      | 19                                    | 3,569     | 817            | 22.9                        | 311                                 | 465      | 15            | 972                                |
| Petroleum and its products                                  | 42                                    | 2,324     | 455            | 19.6                        | 109                                 | 140      | 14            | 245                                |
| Plumbing & heating equipment & supplies                     | 9                                     | 1,096     | 368            | 33.6                        | 110                                 | 195      | 4             | 466                                |
| Plumbing & heating eq't. (general line)                     | 4                                     | 757       | 237            |                             | 73                                  | 116      | -             | 325                                |
| All other   | 5                                     | 339       | 131            |                             | 37                                  | 79       | 4             | 140                                |
| Tobacco and its products (except leaf)                      | 13                                    | 3,258     | 214            | 6.6                         | 64                                  | 94       | 2             | 200                                |
| Textile materials   | 24                                    | 812       | 155            | 19.1                        | 84                                  | 83       | 5             | 145                                |
| Iron and steel scrap  | 6                                     | 82        | 23             |                             | 9                                   | 11       | 1             | 37                                 |
| Junk and scrap (general line)                               | 12                                    | 513       | 78             |                             | 42                                  | 41       | 3             | 87                                 |
| Waste paper, rags and rubber                                | 4                                     | 217       | 54             |                             | 33                                  | 31       | 1             | 21                                 |
| All other kinds of business                                 | 56                                    | 3,423     | 660            | 19.3                        | 302                                 | 342      | 16            | 550                                |
| Beer  | 34                                    | 724       | 125            |                             | 45                                  | 52       | 4             | 76                                 |
| Flowers and nursery stock                                   | 3                                     | 82        | 48             |                             | 25                                  | 20       | -             | 25                                 |
| Leather goods   | 5                                     | 237       | 66             |                             | 26                                  | 41       | 1             | 106                                |
| Newspapers and magazines                                    | 4                                     | 459       | 122            |                             | 96                                  | 93       | 1             | 22                                 |
| Miscellaneous   | 12                                    | 1,921     | 298            |                             | 110                                 | 136      | 10            | 321                                |

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Table 2B.—STATE OF NEBRASKA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of<br>year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|---------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                       |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                       |
| <b>WITH STOCKS</b>  |                                       |           |                |                             |                                     |          |               |                                       |
| Amusement and sporting goods                                | 5                                     | \$36,904  | \$6,657        | 18.0                        | 2,225                               | \$3,194  | \$48          | \$5,423                               |
| Automotive products   | 6                                     | 718       | 247            | 34.4                        | 86                                  | 141      | 1             | 11                                    |
| Chemicals   | 6                                     | 3,419     | 472            | 13.8                        | 93                                  | 156      | 2             | 345                                   |
| Electrical goods  | 3                                     | 761       | 103            | 13.5                        | 24                                  | 41       | -             | 85                                    |
| Farm products-consumer goods                                | 3                                     | 2,229     | 218            | 9.8                         | 104                                 | 145      | -             | 190                                   |
| Furniture and house furnishings                             | 16                                    | 5,143     | 701            | 13.6                        | 246                                 | 394      | 6             | 79                                    |
| Groceries and foods (except farm products)                  | 3                                     | 130       | 29             | 22.3                        | 11                                  | 18       | -             | 17                                    |
| Machinery, equipment and supplies (except electrical)       | 33                                    | 16,581    | 1,919          | 11.6                        | 527                                 | 906      | 10            | 321                                   |
| Petroleum and its products                                  | 44                                    | 4,684     | 2,145          | 45.8                        | 863                                 | 1,090    | 22            | 3,772                                 |
| Plumbing & heating, equipment & supplies                    | 5                                     | 349       | 77             | 22.1                        | 30                                  | 42       | -             | 58                                    |
| All other kinds of business                                 | 10                                    | 1,212     | 356            | 29.4                        | 118                                 | 136      | -             | 268                                   |
|   | 11                                    | 1,678     | 390            | 23.2                        | 133                                 | 205      | 7             | 277                                   |
| <b>WITHOUT STOCKS</b>                                       |                                       |           |                |                             |                                     |          |               |                                       |
| Amusement and sporting goods                                | 32                                    | 9,852     | 1,251          | 12.7                        | 413                                 | 693      | 3             | -                                     |
| Coal  | 3                                     | 320       | 123            | 39.1                        | 39                                  | 67       | -             | -                                     |
| Groceries and foods (except farm products)                  | 3                                     | 631       | 64             | 10.1                        | 14                                  | 35       | -             | -                                     |
| Lumber & building materials (other than metal)              | 5                                     | 5,066     | 526            | 10.4                        | 131                                 | 240      | 3             | -                                     |
| Machinery, eqpt. and supplies (except electrical)           | 3                                     | 596       | 53             | 8.9                         | 14                                  | 30       | -             | -                                     |
| All other kinds of business                                 | 5                                     | 273       | 50             | 18.3                        | 11                                  | 18       | -             | -                                     |
|   | 13                                    | 2,966     | 433            | 14.6                        | 204                                 | 308      | -             | -                                     |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                       |
| <b>BROKERS</b>  |                                       |           |                |                             |                                     |          |               |                                       |
| Farm products-raw materials                                 | 36                                    | 13,253    | 269            | 1.9                         | 66                                  | 115      | -             | 6                                     |
| Farm products-consumer goods                                | 5                                     | 298       | 16             | 5.6                         | 5                                   | 5        | -             | -                                     |
| Groceries and foods (except farm products)                  | 10                                    | 1,925     | 60             | 3.1                         | 15                                  | 28       | -             | -                                     |
| All other kinds of business                                 | 17                                    | 11,253    | 178            | 1.6                         | 44                                  | 79       | -             | -                                     |
|   | 4                                     | 357       | 14             | 3.9                         | 2                                   | 3        | -             | 6                                     |
| <b>COMMISSION MERCHANTS</b>                                 |                                       |           |                |                             |                                     |          |               |                                       |
| Farm products-raw materials                                 | 198                                   | 133,245   | 2,314          | 1.7                         | 638                                 | 1,246    | 89            | 108                                   |
| Farm products-consumer goods                                | 188                                   | 138,089   | 2,239          | 1.7                         | 629                                 | 1,243    | 67            | 100                                   |
| All other kinds of business                                 | 6                                     | 68        | 10             | 14.7                        | 1                                   | 2        | 1             | 2                                     |
|   | 4                                     | 88        | 5              | 5.7                         | 2                                   | 1        | -             | 6                                     |
| <b>MANUFACTURERS' AGENTS</b>                                |                                       |           |                |                             |                                     |          |               |                                       |
| Electrical goods  | 16                                    | 3,662     | 176            | 4.8                         | 54                                  | 83       | 2             | 108                                   |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 192       | 31             | 16.1                        | 12                                  | 15       | 1             | 23                                    |
| All other kinds of business                                 | 4                                     | 221       | 74             | 33.5                        | 19                                  | 29       | 1             | 49                                    |
|   | 8                                     | 3,249     | 70             | 2.2                         | 23                                  | 39       | -             | 34                                    |
| <b>SELLING AGENCIES</b>                                     |                                       |           |                |                             |                                     |          |               |                                       |
| OTHER AGENCIES  | 5                                     | 745       | 65             | 8.7                         | 39                                  | 50       | -             | 18                                    |
| Farm products-raw materials                                 | 27                                    | 2,357     | 74             | 3.2                         | 25                                  | 40       | 24            | -                                     |
| All other products  | 24                                    | 2,287     | 73             | 3.1                         | 20                                  | 39       | 23            | -                                     |
|   | 3                                     | 40        | 2              | 5.0                         | -                                   | 1        | 1             | -                                     |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                       |
| BULK TANK STATIONS (petroleum)                              | 784                                   | 16,106    | 3,270          | 20.3                        | 1,393                               | 1,736    | 25            | 1,830                                 |
| CHAIN STORE WAREHOUSES                                      | 4                                     | 3,569     | 197            | 5.4                         | 51                                  | 84       | 2             | 203                                   |
| ASSEMBLERS AND COUNTRY BUYERS                               | 605                                   | 30,401    | 2,314          | 7.6                         | 861                                 | 823      | 158           | 1,197                                 |
| Farm products-raw materials                                 | 168                                   | 12,954    | 473            | 3.7                         | 184                                 | 190      | 26            | 602                                   |
| Farm products-consumer goods                                | 427                                   | 17,184    | 1,815          | 10.6                        | 672                                 | 628      | 131           | 568                                   |
| Farm supplies   | 10                                    | 263       | 26             | 9.9                         | 5                                   | 5        | 1             | 27                                    |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF NEBRASKA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| ALL OTHER TYPES: (continued)                                |                                       |           |                |                             |                                     |          |               |                                    |
| COOPERATIVE MARKETING ASSOCIATIONS                          |                                       |           |                |                             |                                     |          |               |                                    |
|   | 101                                   | \$7,399   | \$637          | 8.6                         | 247                                 | \$275    | \$11          | \$422                              |
| Farm products—raw materials                                 | 57                                    | 4,406     | 207            | 4.7                         | 91                                  | 100      | 5             | 322                                |
| Farm products—consumer goods                                | 38                                    | 2,759     | 362            | 13.0                        | 134                                 | 152      | 6             | 66                                 |
| All other kinds of business                                 | 6                                     | 234       | 48             | 20.5                        | 22                                  | 23       | —             | 34                                 |
| CRM STATIONS  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 229                                   | 2,728     | 676            | 24.8                        | 316                                 | 243      | 8             | 61                                 |
| ELEVATORS   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 458                                   | 22,309    | 1,037          | 4.6                         | 459                                 | 471      | 42            | 1,764                              |
| Farm products—raw materials                                 | 455                                   | 22,222    | 1,032          | 4.6                         | 455                                 | 468      | 42            | 1,759                              |
| Farm supplies   | 3                                     | 87        | 5              | 5.7                         | 4                                   | 3        | —             | 5                                  |
| CITIES OF 100,000 POPULATION AND OVER                       |                                       |           |                |                             |                                     |          |               |                                    |
| OMAHA   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 647                                   | 275,598   | 22,658         | 8.2                         | 7,338                               | 11,295   | 256           | 18,017                             |
| WHOLESALESALE PROPER  |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 294                                   | 77,245    | 12,071         | 15.6                        | 4,112                               | 6,095    | 162           | 13,349                             |
| Manufacturers' sales branches                               | 115                                   | 42,846    | 6,830          | 15.9                        | 2,091                               | 3,293    | 54            | 3,936                              |
| Agents and brokers  | 211                                   | 144,900   | 2,549          | 1.8                         | 723                                 | 1,354    | 35            | 124                                |
| All other types   | 27                                    | 10,607    | 1,218          | 11.5                        | 412                                 | 553      | 24            | 608                                |
| WHOLESALESALE PROPER  |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 10                                    | 222       | 139            | 62.6                        | 33                                  | 45       | 3             | 38                                 |
| Automotive products   | 23                                    | 1,971     | 311            | 15.9                        | 221                                 | 254      | 3             | 626                                |
| Chemicals   | 8                                     | 567       | 150            | 26.2                        | 55                                  | 81       | 1             | 126                                |
| Clothing and furnishings                                    | 8                                     | 534       | 95             | 17.8                        | 38                                  | 50       | 3             | 69                                 |
| Coal  | 12                                    | 3,151     | 251            | 8.0                         | 56                                  | 142      | 25            | 16                                 |
| Drugs and drug sundries                                     | 5                                     | 1,715     | 332            | 20.5                        | 97                                  | 133      | —             | 297                                |
| Dry goods   | 3                                     | 1,211     | 180            | 14.9                        | 50                                  | 71       | —             | 295                                |
| Electrical goods  | 8                                     | 1,605     | 364            | 23.9                        | 108                                 | 181      | —             | 253                                |
| Farm products—raw materials                                 | 21                                    | 15,945    | 1,135          | 7.1                         | 230                                 | 461      | 8             | 3,197                              |
| Farm products—consumer goods                                | 27                                    | 15,491    | 2,142          | 13.8                        | 725                                 | 1,057    | 38            | 1,102                              |
| Farm supplies   | 8                                     | 1,875     | 141            | 7.5                         | 58                                  | 74       | 1             | 174                                |
| Furniture and house furnishings                             | 5                                     | 1,284     | 270            | 21.0                        | 115                                 | 154      | 1             | 592                                |
| Groceries and foods (except farm products)                  | 44                                    | 13,051    | 2,464          | 18.9                        | 985                                 | 1,340    | 5             | 2,429                              |
| Hardware  | 6                                     | 1,401     | 330            | 23.6                        | 122                                 | 179      | —             | 785                                |
| Jewelry and optical goods                                   | 6                                     | 424       | 180            | 42.5                        | 59                                  | 87       | 8             | 115                                |
| Lumber and building materials (other than metal)            | 12                                    | 3,045     | 520            | 17.1                        | 156                                 | 284      | 6             | 416                                |
| Machinery, equipment and supplies (except electrical)       | 29                                    | 3,220     | 911            | 28.3                        | 297                                 | 512      | 24            | 1,040                              |
| Metals (except scrap)                                       | 3                                     | 561       | 98             | 17.5                        | 24                                  | 62       | 26            | 70                                 |
| Paper and its products                                      | 12                                    | 2,903     | 658            | 22.7                        | 247                                 | 379      | —             | 617                                |
| Petroleum and its products                                  | 9                                     | 1,352     | 277            | 21.0                        | 53                                  | 86       | 7             | 135                                |
| Plumbing and heating equipment and supplies                 | 6                                     | 697       | 239            | 34.3                        | 66                                  | 127      | 4             | 787                                |
| Tobacco and its products (except leaf)                      | 8                                     | 2,388     | 158            | 6.6                         | 42                                  | 74       | 1             | 120                                |
| Waste materials   | 8                                     | 352       | 85             | 23.5                        | 44                                  | 47       | 1             | 43                                 |
| All other kinds of business 1/                              | 16                                    | 2,290     | 391            | 17.1                        | 181                                 | 211      | 3             | 370                                |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 8                                     | 1,038     | 372            | 35.8                        | 124                                 | 208      | 1             | 11                                 |
| Automotive products   | 6                                     | 3,419     | 471            | 13.8                        | 83                                  | 186      | 2             | 345                                |
| Chemicals   | 9                                     | 766       | 105            | 13.7                        | 26                                  | 43       | —             | 85                                 |
| Electrical goods  | 4                                     | 2,510     | 242            | 9.6                         | 107                                 | 154      | —             | 190                                |
| Farm products—consumer goods                                | 4                                     | 4,127     | 572            | 13.9                        | 187                                 | 332      | —             | 33                                 |
| Furniture and house furnishings                             | 3                                     | 130       | 29             | 22.3                        | 11                                  | 17       | —             | 17                                 |
| Groceries and foods (except farm products)                  | 26                                    | 21,194    | 2,352          | 11.1                        | 627                                 | 1,094    | 11            | 305                                |
| Lumber and building materials                               | 8                                     | 1,051     | 184            | 18.0                        | 50                                  | 86       | 4             | 34                                 |
| Machinery, equipment and supplies (except electrical)       | 28                                    | 3,285     | 1,513          | 46.1                        | 481                                 | 710      | 15            | 2,412                              |

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## WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF NEBRASKA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| MANUFACTURERS' SALES BRANCHES: (continued)                  |                                       |           |                |                             |                                     |          |               |                                    |
| Plumbing and heating equipment and supplies                 | 7                                     | \$1,010   | \$301          | 29.8                        | 106                                 | \$119    | \$-           | \$229                              |
| All other kinds of business 2/                              | 15                                    | 4,356     | 679            | 15.6                        | 289                                 | 444      | -             | 202                                |
| AGENTS AND BROKERS  |                                       |           |                |                             |                                     |          |               |                                    |
| Electrical goods  | 5                                     | 82        | 15             | 18.3                        | 4                                   | 7        | 1             | 4                                  |
| Farm products—raw materials                                 | 168                                   | 127,777   | 2,123          | 1.7                         | 590                                 | 1,159    | 35            | 69                                 |
| Farm products—consumer goods                                | 9                                     | 1,894     | 60             | 3.2                         | 15                                  | 26       | -             | 2                                  |
| Groceries and foods (except farm products)                  | 17                                    | 13,599    | 190            | 1.4                         | 48                                  | 84       | -             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 3                                     | 111       | 36             | 32.4                        | 8                                   | 15       | -             | -                                  |
| All other kinds of business 3/                              | 11                                    | 1,437     | 125            | 8.7                         | 58                                  | 53       | -             | 49                                 |
| ALL OTHER TYPES   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 8                                     | 5,008     | 426            | 8.5                         | 136                                 | 184      | 17            | 288                                |
| Petroleum and its products                                  | 14                                    | 2,573     | 682            | 26.5                        | 250                                 | 317      | 1             | 217                                |
| All other kinds of business 4/                              | 5                                     | 3,026     | 110            | 3.6                         | 28                                  | 52       | 6             | 103                                |
| CITIES OF 50,000 TO 100,000 POPULATION                      |                                       |           |                |                             |                                     |          |               |                                    |
| LINCOLN   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 134                                   | 19,665    | 3,287          | 16.7                        | 1,220                               | 1,657    | 56            | 3,822                              |
| Wholesalers proper  | 89                                    | 13,215    | 2,418          | 18.3                        | 894                                 | 1,217    | 45            | 2,975                              |
| Manufacturers' sales branches                               | 18                                    | 1,367     | 429            | 31.4                        | 167                                 | 229      | 6             | 578                                |
| Agents and brokers 5/                                       | 5                                     | 720       | 52             | 8.6                         | 22                                  | 26       | 1             | 68                                 |
| All other types   | 22                                    | 4,363     | 378            | 8.7                         | 147                                 | 185      | 4             | 201                                |
| WHOLESALE PROPER  |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 10                                    | 567       | 166            | 29.3                        | 78                                  | 94       | 5             | 179                                |
| Chemicals   | 3                                     | 586       | 115            | 19.8                        | 23                                  | 41       | 1             | 95                                 |
| Electrical goods  | 3                                     | 491       | 143            | 29.1                        | 44                                  | 66       | -             | 57                                 |
| Farm products—consumer goods                                | 9                                     | 1,155     | 183            | 15.8                        | 73                                  | 95       | 6             | 70                                 |
| Farm supplies   | 3                                     | 281       | 82             | 29.2                        | 14                                  | 23       | 1             | 216                                |
| Furniture and house furnishings                             | 3                                     | 370       | 60             | 16.2                        | 24                                  | 25       | 2             | 229                                |
| Groceries and foods (except farm products)                  | 11                                    | 4,641     | 524            | 11.3                        | 212                                 | 305      | -             | 788                                |
| Lumber and building materials (other than metal)            | 4                                     | 441       | 96             | 21.8                        | 28                                  | 30       | 1             | 45                                 |
| Machinery, eqpt. & supplies (except elect'l)                | 12                                    | 646       | 184            | 28.5                        | 67                                  | 90       | 3             | 183                                |
| Paper and its products                                      | 5                                     | 554       | 133            | 24.0                        | 53                                  | 73       | 13            | 125                                |
| Petroleum and its products                                  | 3                                     | 73        | 3              | 4.1                         | -                                   | -        | -             | 2                                  |
| Plumbing & heating eqpt. & supplies                         | 3                                     | 359       | 123            | 32.1                        | 44                                  | 68       | -             | 159                                |
| Textile materials   | 3                                     | 377       | 57             | 15.1                        | 34                                  | 31       | 2             | 45                                 |
| All other kinds of business 6/                              | 17                                    | 2,834     | 544            | 19.2                        | 190                                 | 276      | 11            | 742                                |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 5                                     | 297       | 72             | 24.2                        | 28                                  | 41       | -             | 9                                  |
| Machinery, equipment and supplies (except electrical)       | 8                                     | 779       | 233            | 37.0                        | 111                                 | 147      | 6             | 519                                |
| All other kinds of business 7/                              | 5                                     | 291       | 59             | 23.7                        | 31                                  | 41       | -             | 50                                 |
| ALL OTHER TYPES   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 7                                     | 490       | 41             | 8.4                         | 15                                  | 18       | 1             | 6                                  |
| Petroleum and its products                                  | 11                                    | 1,839     | 231            | 12.6                        | 101                                 | 183      | 3             | 87                                 |
| All other kinds of business 8/                              | 4                                     | 2,034     | 106            | 5.2                         | 33                                  | 42       | -             | 108                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2 B.—STATE OF NEBRASKA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number<br>of estab-<br>lish-<br>ments  | Net sales       | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL       |               | Stocks on<br>hand (end<br>of year) |
|---|--|-----------------|----------------|-----------------------------|-------------------------------------|----------------|---------------|------------------------------------|
|   |  |                 | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total          | Part-<br>time |                                    |
| CITIES OF 5,000 TO 20,000 POPULATION                        |  |                 |                |                             |                                     |                |               |                                    |
| <b>Total</b>  | <b>444</b>   | <b>\$42,725</b> | <b>\$5,691</b> | <b>13.5</b>                 | <b>2,543</b>                        | <b>\$2,657</b> | <b>\$134</b>  | <b>\$4,762</b>                     |
| ALLIANCE  | 18   | 2,341           | 382            | 16.3                        | 95                                  | 119            | 4             | 132                                |
| BEATRICE  | 41   | 1,789           | 399            | 22.3                        | 518                                 | 260            | 9             | 475                                |
| COLUMBUS  | 30   | 1,590           | 178            | 11.2                        | 69                                  | 75             | 7             | 84                                 |
| FAIRBURY  | 26   | 2,292           | 231            | 10.1                        | 95                                  | 102            | 3             | 225                                |
| FALLS CITY  | 22   | 2,072           | 302            | 9.7                         | 128                                 | 99             | 2             | 175                                |
| FRAMINGHAM  | 38   | 2,279           | 321            | 14.1                        | 154                                 | 150            | 11            | 286                                |
| GRAND ISLAND  | 57   | 10,168          | 1,392          | 15.7                        | 515                                 | 684            | 24            | 1,355                              |
| HASTINGS  | 48   | 6,117           | 845            | 13.8                        | 237                                 | 335            | 7             | 809                                |
| KEARNEY   | 24   | 1,937           | 208            | 10.5                        | 68                                  | 81             | 11            | 87                                 |
| McCOCKE   | 17   | 851             | 129            | 15.2                        | 54                                  | 67             | 3             | 155                                |
| NEBRASKA CITY   | 17   | 653             | 149            | 22.9                        | 35                                  | 54             | 4             | 75                                 |
| NORFOLK   | 34   | 3,618           | 575            | 15.9                        | 276                                 | 234            | 27            | 312                                |
| NORTH PLATTE  | 30   | 1,662           | 218            | 15.1                        | 82                                  | 110            | 2             | 248                                |
| SCOTTSDALE  | 29   | 3,244           | 319            | 9.8                         | 115                                 | 161            | 11            | 305                                |
| YORK  | 17   | 2,092           | 145            | 6.9                         | 74                                  | 75             | 9             | 61                                 |
| <i>1/</i>   | Includes 1 establishment dealing in general merchandise; and 15 in all other products.   |                 |                |                             |                                     |                |               |                                    |
| <i>2/</i>   | Includes 2 establishments dealing in coal; 1 in drugs and drug sundries; 2 in jewelry and optical goods; 1 in metals (except scrap); 2 in paper and its products; 2 in petroleum and its products; 1 in tobacco and its products (except leaf); and 5 in all other products.           |                 |                |                             |                                     |                |               |                                    |
| <i>3/</i>   | Includes 1 establishment dealing in automotive products; 1 in clothing and furnishings; 2 in coal; 1 in drugs and drug sundries; 1 in dry goods; 2 in lumber and building materials (other than metal); 1 in plumbing and heating equipment and supplies; and 2 in all other products. |                 |                |                             |                                     |                |               |                                    |
| <i>4/</i>   | Includes 4 establishments dealing in farm products—raw materials; and 1 in groceries and foods (except farm products).   |                 |                |                             |                                     |                |               |                                    |
| <i>5/</i>   | Includes 1 establishment dealing in chemicals; 1 in electrical goods; 1 in groceries and foods (except farm products); 1 in machinery, equipment and supplies (except electrical); and 1 in all other products.  |                 |                |                             |                                     |                |               |                                    |
| <i>6/</i>   | Includes 1 establishment dealing in coal; 1 in drugs and drug sundries; 1 in dry goods; 1 in hardware; 1 in jewelry and optical goods; 1 in tobacco and its products (except leaf); and 11 in all other products.  |                 |                |                             |                                     |                |               |                                    |
| <i>7/</i>   | Includes 1 establishment dealing in drugs and drug sundries; 1 in jewelry and optical goods; 1 in paper and its products; and 2 in plumbing and heating equipment and supplies.  |                 |                |                             |                                     |                |               |                                    |
| <i>8/</i>   | Includes 2 establishments dealing in farm products—raw materials; 1 in farm supplies; and 1 in groceries and foods (except farm products).   |                 |                |                             |                                     |                |               |                                    |

DIVISION OF THE BUREAU OF ECONOMIC RESEARCH

## WHOLESALE DISTRIBUTION: 1933

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Table 3.—STATE OF NEBRASKA RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                  | RECEIPTS FROM—       |                                  |              |                          |                          |          |
|---|--------------------------|-----------------|----------------|------------------|----------------------|----------------------------------|--------------|--------------------------|--------------------------|----------|
|   |                          |                 | Amount         | Percent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental |                          | Other sources            |          |
|   |                          |                 |                |                  |                      |                                  | Amount       | Number of establishments | Number of establishments | Amount   |
| Total for State                                       | 5,419                    | \$408,476       | \$38,229       | 9.4              | \$406,275            | \$688                            | 11           | \$35                     | 48                       | \$1,268  |
| Amusement and sporting goods                          | 18                       | 1,260           | 511            | 40.6             | 150                  | 2                                | -            | -                        | 15                       | 1/ 1,108 |
| Automotive products                                   | 31                       | 8,823           | 1,731          | 20.3             | 9,400                | 125                              | -            | -                        | -                        | -        |
| Chemicals   | 21                       | 1,723           | 328            | 22.2             | 1,719                | 3                                | -            | -                        | 1                        | 1        |
| Coal  | 24                       | 4,581           | 573            | 6.1              | 4,577                | -                                | 1            | 1                        | 2                        | 3        |
| Drugs and drug sundries                               | 15                       | 3,067           | 657            | 21.4             | 3,066                | 1                                | -            | -                        | -                        | -        |
| Electrical goods                                      | 30                       | 4,805           | 801            | 16.7             | 4,550                | 255                              | -            | -                        | -                        | -        |
| Farm products—raw materials                           | 974                      | 194,927         | 5,399          | 2.8              | 194,676              | 230                              | -            | -                        | 4                        | 21       |
| Farm products—consumer goods                          | 821                      | 54,465          | 7,343          | 13.5             | 54,408               | 25                               | 3            | 17                       | 5                        | 15       |
| Farm supplies   | 45                       | 3,408           | 467            | 13.7             | 3,396                | 4                                | 2            | 2                        | -                        | -        |
| Furniture and home furnishings                        | 14                       | 1,789           | 561            | 30.8             | 1,789                | -                                | -            | -                        | -                        | -        |
| Groceries and foods (except farm products)            | 214                      | 72,777          | 7,431          | 10.2             | 72,749               | 1                                | -            | -                        | 4                        | 27       |
| Hardware  | 8                        | 2,750           | 673            | 24.5             | 2,750                | -                                | -            | -                        | -                        | -        |
| Jewelry and optical goods                             | 14                       | 674             | 266            | 39.5             | 674                  | -                                | -            | -                        | -                        | -        |
| Lumber and building materials (other than metal)      | 38                       | 5,382           | 951            | 17.7             | 5,382                | -                                | -            | -                        | -                        | -        |
| Machinery, equipment and supplies (except electrical) | 107                      | 9,406           | 3,459          | 36.8             | 9,151                | 172                              | 3            | 4                        | 7                        | 2/ 79    |
| Petroleum and its products                            | 833                      | 18,868          | 3,614          | 20.2             | 18,810               | 47                               | 1            | 8                        | 1                        | 3        |
| Plumbing and heating equipment and supplies           | 20                       | 2,312           | 726            | 31.4             | 2,308                | -                                | -            | -                        | 1                        | 4        |
| Waste materials                                       | 24                       | 812             | 155            | 19.1             | 812                  | -                                | -            | -                        | -                        | -        |
| All other kinds of business                           | 122                      | 16,955          | 2,724          | 16.1             | 16,906               | 25                               | 1            | 1                        | 4                        | 23       |

1/ Includes 15 exchanges dealing in motion pictures films with income from film rentals of \$1,108,000.  
2/ Included 2 establishments dealing in machinery, equipment and supplies with receipts from machine rentals amounting to \$65,000.

## WHOLESALE DISTRIBUTION: 1933

 13-394  
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Table 4.—STATE OF NEBRASKA CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |           | ESTABLISHMENTS REPORTING CREDIT SALES |                                       |           |                                       |              |                  | Total Expenses                            |          |                  |
|---|--------------------|-----------|---------------------------------------|---------------------------------------|-----------|---------------------------------------|--------------|------------------|---|----------|------------------|
|   | Number             | Net sales | Number                                | Percent of total for kind of business | Net sales | Percent of total for kind of business | Credit sales |                  |   | Amount   | Percent of sales |
|   |                    |           |                                       |                                       |           |                                       | Amount       | Percent of sales | All establishments reporting credit sales |          |                  |
|   |                    |           |                                       |                                       |           |                                       |              |                  |   |          |                  |
| Total for State                           | 3,419              | \$408,476 | 1,657                                 | 48.5                                  | \$181,964 | 44.5                                  | \$130,607    | 71.8             | 32.0                                      | \$27,359 | 15.0             |
| WHOLESALESAERS PROPER                     |                    |           |                                       |                                       |           |                                       |              |                  |   |          |                  |
| Total                                     | 782                | 125,308   | 516                                   | 66.0                                  | 86,672    | 69.2                                  | 69,825       | 80.6             | 55.7                                      | 15,299   | 17.7             |
| Amusement and sporting goods              | 10                 | 222       | 7                                     | 70.0                                  | 167       | 75.2                                  | 108          | 64.7             | 48.6                                      | 104      | 65.3             |
| Automotive products                       | 41                 | 4,793     | 55                                    | 77.5                                  | 3,693     | 81.2                                  | 2,880        | 72.7             | 59.0                                      | 963      | 24.7             |
| Chemicals                                 | 12                 | 954       | 11                                    | 91.7                                  | 936       | 96.1                                  | 901          | 96.3             | 94.4                                      | 272      | 29.1             |
| Clothing and furnishings                  | 8                  | 534       | 6                                     | 75.0                                  | 507       | 94.9                                  | 494          | 97.4             | 92.5                                      | 88       | 17.4             |
| Coal                                      | 19                 | 3,502     | 16                                    | 84.2                                  | 3,378     | 96.5                                  | 3,362        | 99.5             | 96.0                                      | 280      | 8.3              |
| Drugs and drug sundries                   | 10                 | 2,877     | 7                                     | 70.0                                  | 2,764     | 96.1                                  | 2,553        | 92.4             | 88.7                                      | 540      | 19.5             |
| Dry goods                                 | 5                  | 1,573     | 4                                     | 80.0                                  | 1,568     | 99.7                                  | 1,551        | 98.9             | 98.6                                      | 243      | 15.5             |
| Electrical goods                          | 12                 | 2,108     | 11                                    | 81.7                                  | 2,078     | 98.6                                  | 1,833        | 87.7             | 86.7                                      | 519      | 24.9             |
| Farm products—raw materials               | 77                 | 19,681    | 23                                    | 29.9                                  | 2,304     | 11.7                                  | 213          | 9.2              | 1.1                                       | 99       | 4.4              |
| Farm products—consumer goods              | 92                 | 23,994    | 54                                    | 58.7                                  | 12,276    | 51.2                                  | 7,663        | 62.4             | 31.9                                      | 2,385    | 19.3             |
| Farm supplies—                            | 29                 | 2,946     | 22                                    | 75.9                                  | 2,459     | 83.5                                  | 1,838        | 75.6             | 63.1                                      | 369      | 15.0             |
| Furniture and house furnishings           | 11                 | 1,459     | 10                                    | 90.9                                  | 1,458     | 99.9                                  | 1,380        | 93.2             | 83.2                                      | 331      | 20.0             |
| Groceries and foods                       | 155                | 35,930    | 104                                   | 67.1                                  | 31,112    | 81.8                                  | 26,858       | 86.2             | 79.1                                      | 4,267    | 13.7             |
| Hardware                                  | 8                  | 2,780     | 8                                     | 100.0                                 | 2,780     | 100.0                                 | 2,592        | 94.3             | 84.3                                      | 674      | 24.5             |
| Jewelry and optical goods                 | 11                 | 587       | 10                                    | 90.9                                  | 512       | 95.3                                  | 502          | 98.0             | 93.5                                      | 231      | 43.2             |
| Lumber and building materials             | 29                 | 3,980     | 25                                    | 86.2                                  | 2,903     | 72.9                                  | 2,648        | 91.2             | 65.5                                      | 691      | 23.8             |
| Machinery, equipment & supplies           | 54                 | 4,228     | 45                                    | 83.3                                  | 4,124     | 97.5                                  | 3,444        | 83.5             | 81.5                                      | 1,151    | 27.9             |
| Metals (except scrap)                     | 4                  | 593       | 4                                     | 100.0                                 | 593       | 100.0                                 | 592          | 99.8             | 99.8                                      | 101      | 17.0             |
| Paper and its products                    | 19                 | 3,569     | 17                                    | 89.5                                  | 2,209     | 61.9                                  | 2,029        | 91.9             | 56.9                                      | 501      | 22.7             |
| Petroleum and its products                | 42                 | 2,334     | 25                                    | 59.5                                  | 1,810     | 77.9                                  | 1,222        | 67.5             | 52.6                                      | 350      | 19.3             |
| Plumbing & heating eq't & supplies        | 9                  | 1,096     | 8                                     | 86.9                                  | 1,091     | 99.5                                  | 1,017        | 93.2             | 92.8                                      | 362      | 33.2             |
| Tobacco and its products                  | 13                 | 3,259     | 9                                     | 69.2                                  | 2,309     | 70.9                                  | 1,615        | 69.9             | 49.6                                      | 137      | 5.9              |
| Waste materials                           | 24                 | 812       | 5                                     | 20.8                                  | 349       | 43.0                                  | 345          | 98.9             | 42.5                                      | 84       | 24.1             |
| All other kinds of business               | 8                  | 3,423     | 30                                    | 51.7                                  | 2,922     | 85.4                                  | 2,255        | 77.2             | 65.9                                      | 568      | 19.4             |
| ALL OTHER TYPES                           |                    |           |                                       |                                       |           |                                       |              |                  |   |          |                  |
| Total                                     | 2,637              | 283,168   | 1,141                                 | 43.3                                  | 95,292    | 33.7                                  | 60,782       | 63.8             | 21.5                                      | 12,060   | 12.7             |
| Amusement and sporting goods              | 8                  | 1,038     | 3                                     | 37.5                                  | 319       | 30.7                                  | 216          | 67.7             | 20.8                                      | 149      | 46.7             |
| Automotive products                       | 10                 | 3,730     | 6                                     | 60.0                                  | 2,619     | 70.2                                  | 2,612        | 99.7             | 70.0                                      | 438      | 16.7             |
| Chemicals                                 | 9                  | 769       | 9                                     | 100.0                                 | 769       | 100.0                                 | 845          | 83.9             | 83.9                                      | 105      | 13.7             |
| Clothing and furnishings                  | 2                  | (X)       | -                                     | -                                     | -         | -                                     | -            | -                | -   | -        | -                |
| Coal                                      | 5                  | 1,079     | 3                                     | 60.0                                  | 640       | 59.3                                  | 640          | 100.0            | 59.3                                      | 54       | 8.4              |
| Drugs and drug sundries                   | 5                  | 190       | 3                                     | 60.0                                  | 128       | 67.4                                  | 114          | 89.1             | 60.0                                      | 39       | 30.5             |
| Dry goods                                 | 1                  | (X)       | 1                                     | (X)                                   | (X)       | (X)                                   | (X)          | (X)              | (X)                                       | (X)      | (X)              |
| Electrical goods                          | 8                  | 2,702     | 6                                     | 75.0                                  | 2,646     | 97.9                                  | 2,324        | 87.8             | 86.0                                      | 253      | 9.6              |
| Farm products—raw materials               | 897                | 175,246   | 257                                   | 28.7                                  | 19,326    | 11.0                                  | 2,871        | 14.9             | 1.6                                       | 1,058    | 5.5              |
| Farm products—consumer goods              | 729                | 30,469    | 72                                    | 9.9                                   | 20,243    | 65.4                                  | 14,935       | 73.8             | 49.0                                      | 2,176    | 10.7             |
| Farm supplies                             | 16                 | 456       | 7                                     | 43.8                                  | 282       | 61.8                                  | 41           | 14.5             | 9.0                                       | 29       | 10.3             |
| Furniture and house furnishings           | 3                  | 130       | 3                                     | 100.0                                 | 130       | 100.0                                 | 127          | 97.7             | 97.7                                      | 29       | 22.3             |
| Groceries and foods                       | 59                 | 38,877    | 40                                    | 67.8                                  | 26,760    | 68.8                                  | 24,280       | 90.7             | 62.5                                      | 2,142    | 8.0              |
| Jewelry and optical goods                 | 3                  | 137       | 3                                     | 100.0                                 | 137       | 100.0                                 | 137          | 100.0            | 100.0                                     | 44       | 32.1             |
| Lumber and building materials             | 9                  | 1,402     | 5                                     | 55.6                                  | 992       | 70.8                                  | 890          | 89.7             | 63.5                                      | 142      | 14.3             |
| Machinery, equipment & supplies           | 53                 | 5,178     | 48                                    | 90.6                                  | 5,025     | 97.2                                  | 4,591        | 91.2             | 88.7                                      | 2,230    | 44.3             |
| Metals (except scrap)                     | 1                  | (X)       | 1                                     | (X)                                   | (X)       | (X)                                   | (X)          | (X)              | (X)                                       | (X)      | (X)              |
| Paper and its products                    | 3                  | 864       | 1                                     | 33.3                                  | 86        | 10.2                                  | 88           | 100.0            | 10.2                                      | 5        | 5.7              |
| Petroleum and its products                | 791                | 16,544    | 658                                   | 83.2                                  | 12,785    | 77.3                                  | 3,854        | 31.2             | 24.2                                      | 2,605    | 20.4             |
| Plumbing & heating eq't & supplies        | 11                 | 1,216     | 7                                     | 63.6                                  | 1,119     | 92.0                                  | 1,081        | 96.6             | 88.9                                      | 329      | 29.4             |
| Tobacco and its products                  | 1                  | (X)       | -                                     | -                                     | -         | -                                     | -            | -                | -   | -        | -                |
| All other products                        | 15                 | 1,281     | 8                                     | 61.5                                  | 1,205     | 94.1                                  | 1,142        | 94.8             | 89.1                                      | 219      | 18.2             |

WHOLESALE DISTRIBUTION: 1933

Census of American Business

Table 5.—STATE OF NEBRASKA

DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

Table with columns: TYPE OF ESTABLISHMENT KIND OF BUSINESS, ALL ESTABLISHMENTS (Number, Net sales, Total expenses), ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES (Number, Percent of total for kind of business, Net sales, Percent of total for kind of business, Total expenses (Amount, Percent of sales), Sales to retailers for resale, Sales to home consumers (at retail), Sales to industrial users, Sales to wholesale organizations). Rows include: Total for State, WHOLESALERS PROPER (Total, Amusement & sporting goods, Automotive products, Chemicals, Clothing and furnishings, Coal, Drugs and drug sundries, Dry goods, Electrical goods, Farm products—raw materials, Farm products—consumer goods, Farm supplies, Furniture & house furnishings, Groceries and foods, Hardware, Jewelry and optical goods, Lumber & building materials, Machinery, eqpt & supplies, Metals (except scrap), Paper and its products, Petroleum and its products, Plumbing & heating eqpt, Tobacco and its products, Waste materials, All other kinds of business), ALL OTHER TYPES (Total, Amusement & sporting goods, Automotive products, Chemicals, Clothing and furnishings, Coal, Drugs and drug sundries, Dry goods, Electrical goods, Farm products—raw materials, Farm products—consumer goods, Farm supplies, Furniture & house furnishings, Groceries and foods, Jewelry and optical goods, Lumber & building materials, Machinery, eqpt & supplies, Metals (except scrap), Paper and its products, Petroleum and its products, Plumbing & heating eqpt, Tobacco and its products, All other products).



Table 6. — STATE OF ILLINOIS MONTHLY EMPLOYMENT, BY KIND OF BUSINESS

For States and Cities of 500,000 Population and Over

| Pro-<br>pri-<br>etor<br>ship<br>firm<br>non-<br>born | STATES AND CITY<br>Kind of Business                             | NUMBER AND PERCENTAGE<br>OF MEN AND WOMEN<br>EMPLOYED |       | Employ-<br>ment<br>ratio to<br>average | Average<br>number<br>of<br>employees | NUMBER OF EMPLOYEES—BY MONTH |               |        |        |        |        |        |        |                     |              |                           |                                       | No-<br>tem-<br>ber | De-<br>cem-<br>ber |
|--|---|---|-------|--|--------------------------------------|------------------------------|---------------|--------|--------|--------|--------|--------|--------|---------------------|--------------|---------------------------|---------------------------------------|--------------------|--------------------|
|  |   | Men   | Women |  |                                      | Jan-<br>uary                 | Feb-<br>ruary | March  | April  | May    | June   | July   | August | Sep-<br>tem-<br>ber | Octo-<br>ber |                           |                                       |                    |                    |
|  |   |   |       |  |                                      |                              |               |        |        |        |        |        |        |                     |              | Esti-<br>mated<br>average | Esti-<br>mated<br>cent<br>of<br>total |                    |                    |
| 1,960  | Total   | 13,000  | 2,698 | 15.6                                   | 13,559                               | 12,863                       | 12,799        | 12,875 | 13,053 | 13,233 | 13,541 | 13,620 | 13,397 | 14,187              | 14,282       | 14,156                    | 14,077                                |                    |                    |
| 4  | Amusement and sporting goods.....                               | 89  | 79    | 46.8                                   | 156                                  | 166                          | 156           | 155    | 153    | 152    | 152    | 155    | 156    | 160                 | 162          | 163                       | 163                                   |                    |                    |
| 50   | Automotive products.....  | 568   | 74    | 11.5                                   | 614                                  | 690                          | 578           | 673    | 672    | 572    | 566    | 593    | 564    | 611                 | 653          | 673                       | 673                                   |                    |                    |
| 3  | Chemicals.....  | 94  | 15    | 13.6                                   | 103                                  | 103                          | 100           | 100    | 102    | 103    | 106    | 106    | 106    | 106                 | 108          | 103                       | 103                                   |                    |                    |
| 26   | Clothing and furnishings.....                                   | 26  | 19    | 42.0                                   | 40                                   | 38                           | 38            | 38     | 39     | 41     | 38     | 41     | 41     | 42                  | 44           | 44                        | 44                                    |                    |                    |
| 7  | Coal.....   | 100   | 24    | 19.2                                   | 86                                   | 91                           | 90            | 91     | 89     | 85     | 78     | 60     | 82     | 84                  | 86           | 88                        | 89                                    |                    |                    |
| 184  | Drugs and drug sundries.....                                    | 184   | 49    | 28.6                                   | 182                                  | 178                          | 180           | 179    | 179    | 179    | 180    | 183    | 183    | 183                 | 183          | 181                       | 181                                   |                    |                    |
| 6  | Dry goods.....  | 58  | 20    | 25.3                                   | 77                                   | 76                           | 76            | 76     | 78     | 78     | 76     | 76     | 76     | 78                  | 78           | 78                        | 77                                    |                    |                    |
| 11   | Electrical goods.....   | 233   | 42    | 15.3                                   | 271                                  | 279                          | 280           | 244    | 283    | 280    | 282    | 297    | 293    | 291                 | 294          | 301                       | 314                                   |                    |                    |
| 732  | Farm products—raw materials.....                                | 2,275   | 138   | 5.7                                    | 1,731                                | 1,719                        | 1,723         | 1,705  | 1,703  | 1,712  | 1,724  | 1,741  | 1,742  | 1,740               | 1,747        | 1,761                     | 1,755                                 |                    |                    |
| 903  | Farm products—consumer goods.....                               | 2,510   | 907   | 25.6                                   | 682                                  | 669                          | 695           | 697    | 680    | 621    | 654    | 749    | 769    | 766                 | 747          | 761                       | 777                                   |                    |                    |
| 37   | Farm supplies.....  | 174   | 33    | 15.8                                   | 233                                  | 233                          | 233           | 233    | 233    | 233    | 233    | 233    | 233    | 233                 | 233          | 233                       | 233                                   |                    |                    |
| 8  | Furniture and house furnishings.....                            | 126   | 35    | 21.5                                   | 83                                   | 85                           | 86            | 72     | 72     | 82     | 80     | 80     | 80     | 80                  | 80           | 80                        | 80                                    |                    |                    |
| 22   | General merchandise.....  | 22  | 13    | 39.5                                   | 34                                   | 33                           | 33            | 33     | 33     | 33     | 33     | 33     | 33     | 33                  | 33           | 33                        | 33                                    |                    |                    |
| 129  | Groceries and foods.....  | 2,142   | 503   | 19.0                                   | 2,645                                | 2,642                        | 2,642         | 2,642  | 2,642  | 2,642  | 2,642  | 2,642  | 2,642  | 2,642               | 2,642        | 2,642                     | 2,642                                 |                    |                    |
| 2  | Hardware.....   | 317   | 24    | 22.3                                   | 341                                  | 341                          | 341           | 341    | 341    | 341    | 341    | 341    | 341    | 341                 | 341          | 341                       | 341                                   |                    |                    |
| 8  | Jewelry and optical goods.....                                  | 82  | 26    | 22.3                                   | 99                                   | 99                           | 99            | 99     | 99     | 99     | 99     | 99     | 99     | 99                  | 99           | 99                        | 99                                    |                    |                    |
| 28   | Lumber and building materials<br>(other than metal).....        | 200   | 189   | 13.6                                   | 281                                  | 289                          | 249           | 282    | 280    | 284    | 281    | 274    | 291    | 294                 | 302          | 299                       | 296                                   |                    |                    |
| 35   | Machinery, equipment and supplies<br>Metals (except scrap)..... | 1,200   | 610.5 | 50.8                                   | 1,237                                | 1,245                        | 1,250         | 1,237  | 1,258  | 1,275  | 1,302  | 1,327  | 1,354  | 1,376               | 1,393        | 1,414                     | 1,435                                 |                    |                    |
| 14   | Paper and its products.....                                     | 563   | 127   | 28.0                                   | 442                                  | 442                          | 435           | 431    | 436    | 447    | 470    | 465    | 500    | 524                 | 505          | 468                       | 467                                   |                    |                    |
| 178  | Petroleum and its products.....                                 | 1,654   | 91    | 5.6                                    | 1,545                                | 1,500                        | 1,517         | 1,523  | 1,530  | 1,544  | 1,561  | 1,533  | 1,560  | 1,560               | 1,560        | 1,560                     | 1,560                                 |                    |                    |
| 7  | Plumbing and heating equipment and<br>supplies.....             | 207   | 25    | 10.6                                   | 233                                  | 233                          | 233           | 233    | 233    | 233    | 233    | 233    | 233    | 233                 | 233          | 233                       | 233                                   |                    |                    |
| 7  | Tobacco and its products<br>(except leaf).....                  | 73  | 6     | 9.4                                    | 64                                   | 74                           | 75            | 76     | 77     | 77     | 77     | 77     | 77     | 77                  | 77           | 77                        | 77                                    |                    |                    |
| 29   | Waste materials.....  | 67  | 18    | 16                                     | 381                                  | 381                          | 381           | 381    | 381    | 381    | 381    | 381    | 381    | 381                 | 381          | 381                       | 381                                   |                    |                    |
| 66   | All other products.....   | 343   | 55    | 13.8                                   | 471                                  | 471                          | 471           | 471    | 471    | 471    | 471    | 471    | 471    | 471                 | 471          | 471                       | 471                                   |                    |                    |

Table 7.—STATE OF VERMONT WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than \$500]

| TYPE OF ESTABLISHMENT<br>Kind of Business             | Total                                      |  |   |                |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
|---|--|--|---|----------------|----------------------|----------------------|------------------------|------------------------|------------------------|--------------------------|-------|------|-----|-------|------|----|-------|------|----|-----|------|----|-------|------|--|
|   | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(ex-<br>cept<br>app) | Total<br>oc-<br>cupy-<br>ing<br>space<br>per-<br>cent<br>net<br>sales | Under \$10,000 | \$10,000 to \$49,999 | \$50,000 to \$99,999 | \$100,000 to \$199,999 | \$200,000 to \$499,999 | \$500,000 to \$999,999 | \$1,000,000 to \$999,999 | Total |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| <b>WHOLESALE MERCHANTS</b>                            |  |  |   |                |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Amusement and sporting goods                          | 745  |  |   |                |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Automotive products                                   | 10   | 53   | 15.8  | 146            | 77                   | 32.2                 | 277                    | 678                    | 23.9                   | 1.04                     | 695   | 23.2 | 103 | 1,044 | 21.3 | 63 | 1,321 | 15.6 | 28 | 828 | 14.2 | 24 | 2,018 | 12.0 |  |
| Automotive parts                                      | 71   | 489  | 25.3  | 12             | 7                    | 40.9                 | 21                     | 54                     | 51.8                   | 1                        | 4     | 24.1 | 1   | 138   | 26.4 | 1  | 5     | 26.1 |    |     |      |    |       |      |  |
| Chemicals   | 12   | 78   | 28.9  | 2              | 3                    | 44.4                 | 4                      | 12                     | 34.7                   | 21                       | 14    | 43.3 | 5   | 49    | 26.3 |    |       |      |    |     |      |    |       |      |  |
| Clothing and furnishings                              | 6  | 38   | 17.8  |                |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Dry goods and sundries                                | 10   | 160  | 20.9  | 1              |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Drugs   | 5  | 75   | 15.6  | 1              |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Electrical goods                                      | 12   | 152  | 22.1  | 2              | 1                    | 23.1                 | 1                      | 3                      | 44.0                   | 3                        | 25    | 29.4 | 1   | 11    | 23.9 |    |       |      |    |     |      |    |       |      |  |
| Electrical machinery and equipment                    | 10   | 112  | 18.9  | 1              | 1                    | 23.1                 | 1                      | 3                      | 44.0                   | 3                        | 25    | 29.4 | 1   | 11    | 23.9 |    |       |      |    |     |      |    |       |      |  |
| Farm products—consumer goods                          | 87   | 1,231  | 15.1  | 18             | 6                    | 16.3                 | 20                     | 91                     | 13.0                   | 16                       | 27    | 10.7 | 10  | 70    | 10.7 |    |       |      |    |     |      |    |       |      |  |
| Farm supplies   | 28   | 137  | 22.0  | 3              | 3                    | 23.1                 | 16                     | 49                     | 13.6                   | 5                        | 23    | 13.7 | 1   | 13    | 23.4 |    |       |      |    |     |      |    |       |      |  |
| Furniture and home furnishings                        | 11   | 140  | 20.0  | 3              | 1                    | 40.0                 | 1                      | 4                      | 15.8                   |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Food and kindred products                             | 1  | 34   | (X)   |                |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Greengrocers and food (except farm products)          | 147  | 1,762  | 14.0  | 43             | 112                  | 23.1                 | 43                     | 112                    | 23.1                   | 10                       | 92    | 37.7 | 15  | 148   | 15.4 |    |       |      |    |     |      |    |       |      |  |
| Hardware  | 6  | 257  | 24.5  |                |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Iron and steel  | 11   | 77   | 24.3  | 2              | 5                    | 44.4                 | 4                      | 6                      | 25.4                   | 1                        | 9     | 31.0 | 3   | 31    | 22.5 |    |       |      |    |     |      |    |       |      |  |
| Lumber and building materials (other than metal)      | 57   | 217  | 24.8  | 3              | 3                    | 47.1                 | 11                     | 31                     | 35.6                   | 4                        | 21    | 17.5 | 5   | 44    | 35.4 |    |       |      |    |     |      |    |       |      |  |
| Machinery, equipment and supplies                     | 54   | 398  | 18.1  | 9              | 5                    | 42.5                 | 20                     | 65                     | 35.3                   | 10                       | 77    | 30.2 | 11  | 122   | 32.6 |    |       |      |    |     |      |    |       |      |  |
| Metal (except scrap)                                  | 4  | 25   | 17.0  |                |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Paper and its products                                | 18   | 311  | 22.9  | 1              |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Pharmaceuticals and health, equipment and supplies    | 35   | 106  | 13.6  | 9              | 5                    | 27.1                 | 15                     | 27                     | 25.8                   | 7                        | 23    | 19.4 | 3   | 23    | 18.9 |    |       |      |    |     |      |    |       |      |  |
| Tobacco and its products (except leaf)                | 9  | 110  | 32.6  | 1              | 1                    | 100.0                |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Tobacco and its products (except leaf)                | 10   | 64   | 6.6   |                |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Wholesale merchandise                                 | 24   | 64   | 17.1  | 14             | 4                    | 25.6                 | 6                      | 8                      | 22.7                   | 2                        | 11    | 19.0 | 1   | 22    | 26.8 |    |       |      |    |     |      |    |       |      |  |
| All other products                                    | 57   | 285  | 18.4  | 14             | 12                   | 26.6                 | 43                     | 77                     | 25.5                   | 5                        | 31    | 25.0 | 6   | 115   | 37.7 |    |       |      |    |     |      |    |       |      |  |
| <b>MANUFACTURERS' SALES BRANCHES</b>                  | 142  | 2,225  | 18.0  | 11             | 15                   | 35.0                 | 43                     | 147                    | 37.5                   | 26                       | 224   | 34.8 | 23  | 340   | 32.8 |    |       |      |    |     |      |    |       |      |  |
| Amusement and sporting goods                          | 5  | 85   | 14.4  |                |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Automotive products                                   | 6  | 83   | 13.8  |                |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Chemicals   | 6  | 24   | 13.5  |                |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Electrical goods                                      | 3  | 104  | 15.8  |                |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Farm products—consumer goods                          | 2  | 104  | 15.8  |                |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Furniture and home furnishings                        | 33   | 111  | 22.3  |                |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Greengrocers and food (except farm products)          | 3  | 588  | 11.6  | 1              |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| Machinery, equipment and supplies (except electrical) | 44   | 682  | 14.9  | 7              | 11                   | 35.4                 | 14                     | 58                     | 42.4                   | 9                        | 85    | 33.0 | 8   | 174   | 32.0 |    |       |      |    |     |      |    |       |      |  |
| Petroleum and its products                            | 5  | 30   | 22.1  | 1              | 1                    | 37.5                 | 1                      | 1                      | 27.8                   | 1                        | 8     | 32.0 | 1   | 27    | 21.3 |    |       |      |    |     |      |    |       |      |  |
| Textile mill machinery, equipment and supplies        | 10   | 116  | 19.4  |                |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |
| All other kinds of business                           | 11   | 133  | 23.2  |                |                      |                      |                        |                        |                        |                          |       |      |     |       |      |    |       |      |    |     |      |    |       |      |  |

## WHOLESALE DISTRIBUTION: 1933

Census of  
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Table 1.—STATE OF KANSAS SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An X in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |              | NET SALES        |                  | TOTAL EXPENSES  |                  | Full-time employees<br>(average) | PAY ROLL      |                  |            | Stocks on hand<br>(end of year) |                 |
|---|--------------------------|--------------|------------------|------------------|-----------------|------------------|----------------------------------|---------------|------------------|------------|---------------------------------|-----------------|
|   | 1933                     | 1929         | 1933             | 1929             | Amount          | Percent of sales |                                  | Amount        | Percent of sales | Part-time  |                                 |                 |
|   |                          |              |                  |                  |                 | 1933             |                                  |               |                  |            |                                 | 1929            |
| <b><u>KANSAS</u></b>                    | <b>5,012</b>             | <b>4,322</b> | <b>\$299,123</b> | <b>\$268,677</b> | <b>\$24,214</b> | <b>11.4</b>      | <b>6.5</b>                       | <b>12,896</b> | <b>\$16,953</b>  | <b>5.7</b> | <b>\$222</b>                    | <b>\$34,922</b> |
| <b>Wholesalers proper</b>               | 916                      | 835          | 120,671          | 265,003          | 16,458          | 13.6             | 9.6                              | 6,003         | 7,971            | 6.6        | 401                             | 19,979          |
| Wholesale merchants                     | 865                      | 815          | 114,907          | 222,561          | 16,131          | 14.0             | 9.6                              | 5,922         | 7,351            | 6.8        | 394                             | 19,669          |
| Limited function wholesalers            | 30                       | 20           | 5,764            | 2,442            | 327             | 5.7              | 8.0                              | 81            | 120              | 2.1        | 17                              | 290             |
| <b>Manufacturers' sales branches</b>    | 164                      | 133          | 31,494           | 110,485          | 5,104           | 16.2             | 10.4                             | 1,618         | 2,414            | 7.7        | 57                              | 4,112           |
| With stocks                             | 147                      | -            | 23,677           | -                | 4,312           | 18.2             | -                                | 1,397         | 2,052            | 8.7        | 55                              | 4,112           |
| Without stocks                          | 17                       | -            | 7,817            | -                | 792             | 10.1             | -                                | 221           | 362              | 4.6        | 2                               | -               |
| <b>Agents and brokers</b>               | 133                      | 90           | 49,398           | 168,404          | 1,024           | 2.1              | 0.9                              | 296           | 450              | 0.9        | 24                              | 1,022           |
| Brokers                                 | 26                       | 19           | 9,421            | 14,973           | 178             | 1.9              | 1.4                              | 27            | 76               | 0.8        | 1                               | 10              |
| Commission merchants                    | 76                       | 54           | 38,682           | 150,055          | 776             | 2.0              | 0.6                              | 229           | 341              | 0.9        | 20                              | 914             |
| Manufacturers' agents                   | 12                       | 12           | 149              | 2,508            | 30              | 20.1             | 14.6                             | 12            | 15               | 10.1       | 2                               | 95              |
| Selling agents                          | -                        | 5            | -                | 868              | -               | -                | 7.1                              | -             | -                | -          | -                               | -               |
| Other agents                            | 19                       | -            | 1,156            | -                | 40              | 3.5              | -                                | 18            | 18               | 1.6        | 11                              | 3               |
| <b>All other types</b>                  | 3,799                    | 3,264        | 97,570           | 344,785          | 11,628          | 11.9             | 5.6                              | 4,979         | 6,118            | 6.3        | 330                             | 9,809           |
| Bulk tank stations                      | 1,533                    | 1,115        | 26,862           | 34,729           | 6,389           | 23.8             | 17.9                             | 2,359         | 3,604            | 13.4       | 45                              | 3,225           |
| Chain stores warehouses                 | 5                        | 7            | 2,076            | 2,066            | 117             | 5.6              | 4.4                              | 40            | 53               | 2.6        | 1                               | 228             |
| Assemblers and country buyers           | 692                      | 917          | 20,287           | 89,755           | 1,817           | 9.0              | 4.5                              | 873           | 810              | 4.0        | 171                             | 771             |
| Cooperative marketing associations      | 81                       | 84           | 7,151            | 13,327           | 592             | 8.3              | 3.5                              | 232           | 264              | 3.7        | 22                              | 355             |
| Elevators 1/                            | 870                      | 1,123        | 36,442           | 178,228          | 2,265           | 5.9              | 2.5                              | 988           | 1,111            | 2.9        | 85                              | 5,042           |
| Cream stations 2/                       | 618                      | -            | 2,772            | -                | 448             | 16.2             | -                                | 487           | 276              | 10.0       | 6                               | 88              |
| Other types                             | -                        | 18           | -                | 27,680           | -               | -                | 14.9                             | -             | -                | -          | -                               | -               |
| <b><u>KANSAS CITY</u></b>               | <b>69</b>                | <b>97</b>    | <b>28,475</b>    | <b>92,217</b>    | <b>3,680</b>    | <b>12.9</b>      | <b>8.8</b>                       | <b>1,225</b>  | <b>1,800</b>     | <b>6.3</b> | <b>45</b>                       | <b>3,492</b>    |
| Wholesalers proper                      | 40                       | 66           | 11,145           | 24,070           | 1,433           | 12.9             | 9.2                              | 481           | 711              | 6.4        | 36                              | 3,250           |
| Manufacturers' sales branches           | 16                       | 16           | 15,685           | 44,848           | 1,958           | 12.3             | 11.0                             | 619           | 909              | 5.7        | 7                               | 1,62            |
| All other types                         | 13                       | 13           | 1,445            | 23,299           | 289             | 20.0             | 4.0                              | 125           | 180              | 12.5       | 2                               | 80              |
| <b><u>WICHITA</u></b>                   | <b>299</b>               | <b>256</b>   | <b>63,699</b>    | <b>161,155</b>   | <b>6,484</b>    | <b>10.1</b>      | <b>7.4</b>                       | <b>2,262</b>  | <b>3,334</b>     | <b>5.2</b> | <b>113</b>                      | <b>6,962</b>    |
| Wholesalers proper                      | 180                      | 166          | 28,729           | 70,993           | 4,240           | 14.8             | 10.1                             | 1,548         | 2,179            | 7.6        | 79                              | 4,936           |
| Manufacturers' sales branches           | 56                       | 38           | 5,680            | 29,109           | 1,258           | 22.1             | 12.4                             | 381           | 617              | 10.9       | 14                              | 1,198           |
| Agents and brokers                      | 50                       | 42           | 25,708           | 56,566           | 593             | 2.3              | 1.3                              | 183           | 306              | 1.2        | 18                              | 549             |
| All other types                         | 33                       | 10           | 3,782            | 4,487            | 393             | 10.4             | 10.9                             | 170           | 232              | 6.1        | 2                               | 279             |

1/ Includes 255 cooperative elevators with sales amounting to \$16,508,000.

2/ Cream stations are not included for the most part in 1929 data.



## WHOLESALE DISTRIBUTION: 1933

Census of American Business  
 TABLE 2A. - STATE OF KANSAS  
 NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)  
 FOR STATES AND SELECTED CITIES

| Type of establishment<br>Kind of business                 |    | Type of establishment<br>Kind of Business  |       |
|---|----|--|-------|
| 1/ The 3,867 "all other types" consists of the following: |    |  |       |
| Importers (fruits and vegetables (fresh)                  | 1  | Other agents (continued)                   |       |
| Limited function wholesalers                              | 30 | Other food and grocery specialties         | 1     |
| Coal  | 1  | Bulk tank stations (petroleum)             | 1,533 |
| Drugs (general line)                                      | 1  | Chain store warehouses                     | 5     |
| Grain   | 1  | Dry goods (general line)                   | 1     |
| Cheese  | 1  | House furnishings (except floor coverings) | 1     |
| Milk and cream  | 2  | Groceries (general line)                   | 3     |
| Fruits and vegetables (fresh)                             | 4  | Assemblers and country buyers              | 692   |
| Confectionery and soft drinks                             | 4  | Grain                                      | 87    |
| Meats and meat products                                   | 3  | Hides, skins and furs (raw)                | 21    |
| Other food and grocery specialties                        | 4  | Horses and mules                           | 1     |
| Commercial machinery, equipment and supplies              | 1  | Livestock                                  | 64    |
| Petroleum and its products                                | 5  | Wool and mohair                            | 1     |
| Tobacco and its products (except leaf)                    | 1  | Other farm products-raw materials          | 3     |
| Beer  | 1  | Dairy products (general line)              | 7     |
| Miscellaneous kinds of business                           | 1  | Milk and cream                             | 21    |
| Brokers   | 26 | Poultry and poultry products               | 133   |
| Coal  | 1  | Dairy and dairy products                   | 304   |
| Grain   | 5  | Fruits and vegetables (fresh)              | 27    |
| Other farm products-raw materials                         | 1  | Other farm products-consumer goods         | 6     |
| Fruits and vegetables (fresh)                             | 7  | Feed                                       | 7     |
| Feed  | 1  | Cooperative marketing associations         | 81    |
| Other food and grocery specialties                        | 8  | Grain                                      | 81    |
| Lumber and millwork                                       | 2  | Livestock                                  | 4     |
| Commercial machinery, equipment and supplies              | 1  | Dairy products (general line)              | 4     |
| Manufacturers' agents                                     | 12 | Butter                                     | 1     |
| Hardware (specialty lines)                                | 1  | Milk and cream                             | 2     |
| Other lumber and building materials                       | 1  | Poultry and poultry products               | 1     |
| Commercial machinery, equipment and supplies              | 4  | Dairy and poultry products                 | 7     |
| Farm and dairy machinery and equipment                    | 1  | Fruits and vegetables (fresh)              | 5     |
| Other industrial machinery, equipment and supplies        | 1  | Feed                                       | 4     |
| Iron and steel  | 1  | Petroleum and its products                 | 2     |
| Stoves and ranges   | 1  | Elevators                                  | 970   |
| Other plumbing and heating equipment and supplies         | 1  | Grain                                      | 868   |
| Newspapers and magazines                                  | 1  | Feed                                       | 2     |
| Other agents  | 19 | Cream stations                             | 618   |
| Coal  | 1  | Dairy products (general line)              | 1     |
| Horses and mules  | 1  | Milk and cream                             | 553   |
| Livestock   | 15 | All other dairy products                   | 1     |
| General merchandise                                       | 1  | Dairy and poultry products                 | 63    |

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## WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF KANSAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             |                                     | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total    | Part-<br>time |                                    |
| <b>THE STATE</b>  | 5,012                                 | \$299,123 | \$34,214       | 11.4                        | 12,836                              | \$16,963 | \$822         | \$34,922                           |
| Wholesalers proper  | 916                                   | 120,671   | 16,458         | 13.6                        | 6,003                               | 7,971    | 401           | 19,979                             |
| Manufacturers' sales branches                               | 164                                   | 31,494    | 5,104          | 16.2                        | 1,618                               | 2,414    | 87            | 4,112                              |
| Agents and brokers  | 133                                   | 49,388    | 1,024          | 2.1                         | 236                                 | 450      | 34            | 1,022                              |
| All other types   | 3,799                                 | 97,570    | 11,628         | 11.9                        | 4,979                               | 6,118    | 330           | 9,809                              |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 6                                     | 71        | 15             | 21.1                        | 5                                   | 7        | -             | 20                                 |
| Automotive products   | 89                                    | 4,176     | 1,106          | 26.5                        | 477                                 | 619      | 7             | 1,111                              |
| Automobiles and other motor vehicles                        | 6                                     | 767       | 91             | 41                          | 41                                  | 80       | 1             | 34                                 |
| All other   | 83                                    | 3,409     | 1,015          | 436                         | 569                                 | 6        | 1,077         |                                    |
| Chemicals   | 6                                     | 114       | 24             | 21.1                        | 10                                  | 12       | -             | 19                                 |
| Coal  | 4                                     | 1,055     | 30             | 8.6                         | 19                                  | 24       | -             | -                                  |
| Drugs and drug sundries                                     | 11                                    | 3,125     | 490            | 15.7                        | 153                                 | 250      | 19            | 703                                |
| Drugs (general line)  | 6                                     | 2,941     | 442            | 13.6                        | 136                                 | 221      | 18            | 667                                |
| All other   | 5                                     | 184       | 48             | 17                          | 23                                  | 1        | 36            |                                    |
| Dry goods   | 4                                     | 1,124     | 220            | 19.6                        | 89                                  | 112      | 2             | 204                                |
| Electrical goods  | 21                                    | 1,753     | 401            | 22.7                        | 104                                 | 185      | 22            | 221                                |
| Electrical appliances, equip't. and supplies                | 16                                    | 941       | 237            | 53                          | 97                                  | 97       | 22            | 178                                |
| All other   | 5                                     | 822       | 164            | 51                          | 68                                  | -        | 113           |                                    |
| Farm products—raw materials                                 | 58                                    | 24,249    | 800            | 3.3                         | 149                                 | 230      | 29            | 4,648                              |
| Grain   | 43                                    | 23,225    | 579            | 120                         | 243                                 | 22       | 4,514         |                                    |
| Hides, skins, and furs (raw)                                | 4                                     | 212       | 34             | 12                          | 16                                  | 3        | 35            |                                    |
| All other   | 11                                    | 812       | 87             | 17                          | 26                                  | 4        | 98            |                                    |
| Farm products—consumer goods                                | 160                                   | 19,357    | 3,645          | 18.8                        | 1,290                               | 1,456    | 97            | 654                                |
| Dairy products (general line)                               | 23                                    | 2,254     | 681            | 273                         | 302                                 | 16       | 87            |                                    |
| Milk and cream  | 16                                    | 722       | 232            | 123                         | 130                                 | -        | 8             |                                    |
| Poultry and poultry products                                | 27                                    | 2,065     | 170            | 73                          | 90                                  | 39       | 63            |                                    |
| Dairy and poultry products                                  | 20                                    | 4,894     | 1,327          | 340                         | 385                                 | 20       | 164           |                                    |
| Fruits and vegetables (fresh)                               | 65                                    | 9,216     | 1,101          | 44.7                        | 521                                 | 19       | 348           |                                    |
| All other   | 9                                     | 224       | 84             | 34                          | 28                                  | 3        | 9             |                                    |
| Farm supplies   | 57                                    | 4,153     | 695            | 21.7                        | 261                                 | 373      | 42            | 744                                |
| Feed  | 26                                    | 1,665     | 266            | 96                          | 115                                 | 26       | 130           |                                    |
| Seeds   | 7                                     | 743       | 162            | 45                          | 63                                  | 17       | 244           |                                    |
| All other   | 4                                     | 1,725     | 447            | 120                         | 175                                 | -        | 370           |                                    |
| Furniture and home furnishings                              | 7                                     | 540       | 135            | 25.0                        | 42                                  | 50       | 2             | 138                                |
| Furniture   | 3                                     | 347       | 91             | 25                          | 30                                  | 2        | 102           |                                    |
| All other   | 4                                     | 193       | 44             | 14                          | 20                                  | 1        | 36            |                                    |
| Groceries and foods (except farm products)                  | 222                                   | 39,894    | 4,646          | 11.6                        | 1,876                               | 2,520    | 72            | 5,853                              |
| Groceries (general line)                                    | 58                                    | 26,650    | 2,771          | 1,225                       | 1,639                               | 26       | 5,066         |                                    |
| Confectionery and soft drinks                               | 52                                    | 4,648     | 401            | 145                         | 170                                 | 10       | 176           |                                    |
| Fish and sea foods  | 3                                     | 120       | 30             | 15                          | 17                                  | -        | 5             |                                    |
| Meats and meat products                                     | 16                                    | 4,913     | 667            | 207                         | 357                                 | 1        | 125           |                                    |
| Other food and grocery specialties                          | 94                                    | 3,543     | 777            | 283                         | 357                                 | 35       | 461           |                                    |
| Hardware  | 11                                    | 4,421     | 940            | 21.3                        | 410                                 | 580      | -             | 1,853                              |
| Jewelry and optical goods                                   | 8                                     | 145       | 61             | 41.8                        | 26                                  | 37       | -             | 36                                 |
| Lumber and building materials (other than metal)            | 26                                    | 1,867     | 420            | 22.2                        | 154                                 | 235      | 85            | 637                                |
| Lumber and millwork   | 6                                     | 751       | 135            | 42                          | 42                                  | 9        | 177           |                                    |
| Brick and tile  | 5                                     | 113       | 30             | 9                           | 16                                  | 1        | 8             |                                    |
| All other   | 15                                    | 1,043     | 255            | 103                         | 147                                 | 13       | 412           |                                    |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF KANSAS

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALESAERS PROPER (continued)</b>                    |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (except electrical)       | 88                                    | 5,079     | 1,074          | 21.1                        | 377                                 | 533      | 45            | 1,691                              |
| Commercial machinery, eqpt., and supplies                   | 7                                     | 124       | 49             |                             | 19                                  | 23       | 4             | 53                                 |
| Construction machinery, eqpt., and supplies                 | 5                                     | 279       | 86             |                             | 38                                  | 33       | 1             | 131                                |
| Farm and dairy machinery and equipment                      | 5                                     | 263       | 58             |                             | 18                                  | 34       | 2             | 72                                 |
| Industrial machinery, eqpt., and supplies                   | 47                                    | 3,514     | 537            |                             | 177                                 | 278      | 36            | 1,119                              |
| Mill and mine supplies (general line)                       | 34                                    | 2,910     | 405            |                             | 128                                 | 214      | 28            | 889                                |
| All other   | 13                                    | 604       | 132            |                             | 49                                  | 64       | 8             | 230                                |
| Professional equipment and supplies                         | 9                                     | 562       | 238            |                             | 85                                  | 112      | 1             | 217                                |
| Service equipment and supplies                              | 10                                    | 217       | 106            |                             | 43                                  | 53       | 1             | 99                                 |
| Metals (except scrap)                                       | 8                                     | 1,338     | 189            | 13.5                        | 63                                  | 108      | 2             | 239                                |
| Paper and its products                                      | 11                                    | 1,349     | 334            | 24.8                        | 114                                 | 174      | 6             | 406                                |
| Petroleum and its products                                  | 31                                    | 1,840     | 259            | 13.3                        | 103                                 | 116      | 3             | 107                                |
| Plumbing and heating equipment and supplies                 | 7                                     | 431       | 105            | 24.4                        | 39                                  | 54       | 3             | 153                                |
| Plumbing and heating eqpt., (general line)                  | 4                                     | 379       | 90             |                             | 31                                  | 45       | 2             | 164                                |
| All other   | 3                                     | 52        | 15             |                             | 8                                   | 9        | 1             | 19                                 |
| Tobacco and its products (except leaf)                      | 20                                    | 3,328     | 165            | 5.0                         | 63                                  | 78       | 3             | 172                                |
| Waste materials   | 49                                    | 936       | 247            | 24.8                        | 79                                  | 82       | 16            | 182                                |
| Iron and steel scrap  | 12                                    | 232       | 41             |                             | 24                                  | 23       | 4             | 72                                 |
| Junk and scrap (general line)                               | 33                                    | 472       | 69             |                             | 45                                  | 44       | 11            | 55                                 |
| Waste paper, rags and rubber                                | 4                                     | 232       | 117            |                             | 10                                  | 15       | -             | 25                                 |
| All other kinds of business                                 | 37                                    | 705       | 197            | 27.9                        | 80                                  | 94       | 8             | 128                                |
| Beer  | 18                                    | 155       | 37             |                             | 16                                  | 13       | 1             | 24                                 |
| Leather goods   | 5                                     | 170       | 37             |                             | 16                                  | 22       | -             | 90                                 |
| Newspapers and magazines                                    | 5                                     | 95        | 18             |                             | 10                                  | 13       | -             | 3                                  |
| Miscellaneous   | 11                                    | 285       | 105            |                             | 38                                  | 46       | 7             | 11                                 |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| <b>WITH STOCKS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 147                                   | 23,577    | 4,312          | 18.2                        | 1,597                               | 2,052    | 56            | 4,112                              |
| Auto parts—consumer goods                                   | 5                                     | 535       | 121            | 22.6                        | 39                                  | 58       | 1             | 144                                |
| Farm products—consumer goods                                | 13                                    | 1,457     | 157            | 10.6                        | 57                                  | 51       | 8             | 27                                 |
| Groceries and foods (except farm products)                  | 41                                    | 13,972    | 1,972          | 14.1                        | 652                                 | 964      | 10            | 251                                |
| Jewelry and optical goods                                   | 4                                     | 134       | 53             | 39.6                        | 26                                  | 33       | -             | 10                                 |
| Machinery, eqpt., and supplies (except electrical)          | 56                                    | 4,888     | 1,312          | 26.8                        | 445                                 | 633      | 30            | 3,288                              |
| Petroleum and its products                                  | 19                                    | 635       | 232            | 36.5                        | 59                                  | 103      | -             | 72                                 |
| Plumbing and heating equipment and supplies                 | 3                                     | 1,009     | 382            | 37.9                        | 88                                  | 172      | 5             | 245                                |
| All other kinds of business                                 | 4                                     | 1,017     | 83             | 8.2                         | 21                                  | 28       | 1             | 75                                 |
| <b>WITHOUT STOCKS</b>                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Tobacco and its products (except leaf)                      | 17                                    | 7,617     | 792            | 10.1                        | 221                                 | 352      | 2             | -                                  |
| All other kinds of business                                 | 3                                     | 1,511     | 47             | 3.1                         | 15                                  | 26       | -             | -                                  |
|   | 14                                    | 6,306     | 745            | 11.8                        | 206                                 | 336      | 2             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| <b>BROKERS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 26                                    | 9,421     | 178            | 1.9                         | 37                                  | 76       | 1             | 10                                 |
| Farm products—consumer goods                                | 6                                     | 965       | 23             | 2.3                         | 6                                   | 13       | 1             | 10                                 |
| Groceries and foods (except farm products)                  | 7                                     | 1,210     | 26             | 2.1                         | 5                                   | 7        | -             | -                                  |
| All other kinds of business                                 | 6                                     | 5,831     | 79             | 1.4                         | 16                                  | 35       | -             | -                                  |
|   | 6                                     | 1,395     | 50             | 3.6                         | 10                                  | 20       | -             | -                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF KANSAS

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales                             | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL     |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|---------------------------------------|----------------|-----------------------------|-------------------------------------|--------------|---------------|------------------------------------|
|   |                                       |                                       | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total        | Part-<br>time |                                    |
| <b>COMMISSION MERCHANTS</b>                                 | <b>76</b>                             | <b>38,692</b>                         | <b>776</b>     | <b>2.0</b>                  | <b>229</b>                          | <b>341</b>   | <b>20</b>     | <b>914</b>                         |
| Farm products—raw materials                                 | 55                                    | 37,755                                | 638            | 1.7                         | 182                                 | 290          | 14            | 682                                |
| Farm products—consumer goods                                | 14                                    | 686                                   | 123            | 17.9                        | 44                                  | 47           | 6             | 25                                 |
| Petroleum and its products                                  | 4                                     | 63                                    | 3              | 4.8                         | —                                   | —            | —             | 5                                  |
| All other kinds of business                                 | 3                                     | 178                                   | 12             | 6.7                         | 3                                   | 4            | —             | 2                                  |
| <b>OTHER AGENTS</b>   | <b>31</b>                             | <b>1,285</b>                          | <b>70</b>      | <b>5.4</b>                  | <b>30</b>                           | <b>33</b>    | <b>13</b>     | <b>98</b>                          |
| <b>ALL OTHER TYPES</b>                                      |                                       |                                       |                |                             |                                     |              |               |                                    |
| BULK TANK STATIONS (petroleum)                              | 1,533                                 | 26,862                                | 6,389          | 23.8                        | 2,359                               | 3,604        | 46            | 3,325                              |
| GRAIN STORE WAREHOUSES                                      | 5                                     | 2,075                                 | 117            | 5.6                         | 40                                  | 55           | 1             | 223                                |
| ASSEMBLERS AND COUNTRY BUYERS                               | 692                                   | 20,237                                | 1,617          | 8.0                         | 373                                 | 610          | 171           | 771                                |
| Farm products—raw materials                                 | 177                                   | 7,414                                 | 476            | 6.4                         | 150                                 | 176          | 34            | 471                                |
| Farm products—consumer goods                                | 508                                   | 12,646                                | 1,308          | 10.3                        | 714                                 | 619          | 131           | 279                                |
| Farm supplies   | 7                                     | 227                                   | 34             | 15.0                        | 9                                   | 15           | 6             | 21                                 |
| <b>CO-OPERATIVE MARKETING ASSOCIATIONS</b>                  | <b>61</b>                             | <b>7,131</b>                          | <b>592</b>     | <b>8.3</b>                  | <b>232</b>                          | <b>264</b>   | <b>22</b>     | <b>855</b>                         |
| Farm products—raw materials                                 | 55                                    | 6,123                                 | 325            | 5.3                         | 115                                 | 144          | 10            | 258                                |
| Farm products—consumer goods                                | 20                                    | 1,552                                 | 232            | 14.0                        | 97                                  | 100          | 12            | 40                                 |
| All other kinds of business                                 | 6                                     | 380                                   | 35             | 10.0                        | 20                                  | 20           | —             | 30                                 |
| <b>CREAK STATIONS</b>                                       | <b>618</b>                            | <b>2,772</b>                          | <b>446</b>     | <b>16.2</b>                 | <b>497</b>                          | <b>276</b>   | <b>6</b>      | <b>88</b>                          |
| <b>ELEVATORS</b>  | <b>870</b>                            | <b>36,442</b>                         | <b>2,265</b>   | <b>6.3</b>                  | <b>938</b>                          | <b>1,111</b> | <b>85</b>     | <b>5,042</b>                       |
|   |                                       |                                       |                |                             |                                     |              |               |                                    |
|   |                                       | CITIES OF 100,000 POPULATION AND OVER |                |                             |                                     |              |               |                                    |
| <b>KANSAS CITY</b>  | <b>69</b>                             | <b>23,475</b>                         | <b>3,680</b>   | <b>12.9</b>                 | <b>1,225</b>                        | <b>1,800</b> | <b>45</b>     | <b>3,492</b>                       |
| Wholesalers proper  | 40                                    | 11,145                                | 1,433          | 12.9                        | 461                                 | 711          | 36            | 3,250                              |
| Manufacturers' sales branches                               | 16                                    | 18,686                                | 1,958          | 12.3                        | 619                                 | 909          | 7             | 162                                |
| All other types   | 13                                    | 1,445                                 | 289            | 20.0                        | 125                                 | 180          | 2             | 80                                 |
| <b>WHOLESALE PROPER</b>                                     |                                       |                                       |                |                             |                                     |              |               |                                    |
| Farm products—consumer goods                                | 8                                     | 930                                   | 251            | 27.0                        | 138                                 | 153          | 1             | 4                                  |
| Groceries and foods (except farm products)                  | 11                                    | 2,209                                 | 416            | 18.8                        | 129                                 | 239          | 18            | 146                                |
| Lumber and building materials (other than metal)            | 3                                     | 368                                   | 94             | 26.3                        | 45                                  | 56           | 1             | 74                                 |
| Waste materials   | 6                                     | 303                                   | 117            | 38.6                        | 9                                   | 15           | 2             | 25                                 |
| All other kinds of business 1/                              | 12                                    | 7,345                                 | 656            | 7.6                         | 160                                 | 268          | 17            | 3,000                              |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |                                       |                |                             |                                     |              |               |                                    |
| Groceries and foods (except farm products)                  | 8                                     | 14,930                                | 1,717          | 11.5                        | 531                                 | 789          | 7             | 157                                |
| All other kinds of business 2/                              | 8                                     | 965                                   | 241            | 25.2                        | 88                                  | 120          | —             | 5                                  |
| <b>ALL OTHER TYPES</b>                                      |                                       |                                       |                |                             |                                     |              |               |                                    |
| Petroleum and its products                                  | 11                                    | 1,336                                 | 258            | 19.3                        | 112                                 | 167          | 1             | 77                                 |
| All other kinds of business                                 | 2                                     | 109                                   | 51             | 22.4                        | 13                                  | 13           | 1             | 3                                  |
| <b>WICHITA</b>  | <b>239</b>                            | <b>63,899</b>                         | <b>6,484</b>   | <b>10.1</b>                 | <b>2,282</b>                        | <b>3,334</b> | <b>113</b>    | <b>85,962</b>                      |
| Wholesalers proper  | 180                                   | 28,729                                | 4,240          | 14.8                        | 1,548                               | 2,179        | 79            | 4,935                              |
| Manufacturers' sales branches                               | 56                                    | 5,680                                 | 1,258          | 22.1                        | 381                                 | 617          | 14            | 1,198                              |
| Agents and brokers  | 60                                    | 25,708                                | 593            | 2.3                         | 183                                 | 306          | 18            | 549                                |
| All other types   | 33                                    | 3,782                                 | 593            | 15.4                        | 170                                 | 232          | 2             | 279                                |



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## WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF KANSAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WICHITA (continued)</b>                                  |                                       |           |                |                             |                                     |          |               |                                    |
| <b>WHOLESALES PROPER</b>                                    |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 20                                    | 1,087     | 354            | 33.5                        | 148                                 | 184      | 3             | 321                                |
| Chemicals   | 5                                     | 92        | 21             | 22.8                        | 8                                   | 10       | -             | 16                                 |
| Drugs and drug sundries                                     | 6                                     | 1,862     | 339            | 18.0                        | 108                                 | 168      | 2             | 361                                |
| Electrical goods  | 10                                    | 1,199     | 238            | 19.8                        | 63                                  | 116      | 12            | 213                                |
| Farm products—raw materials                                 | 13                                    | 4,759     | 218            | 4.6                         | 36                                  | 89       | 7             | 840                                |
| Farm products—consumer goods                                | 14                                    | 2,170     | 345            | 15.9                        | 145                                 | 168      | 3             | 42                                 |
| Farm supplies   | 4                                     | 170       | 35             | 20.6                        | 12                                  | 14       | 4             | 28                                 |
| Furniture and house furnishings                             | 4                                     | 524       | 128            | 24.4                        | 39                                  | 46       | 1             | 136                                |
| Hardware and tools (except farm products)                   | 26                                    | 9,702     | 1,052          | 10.9                        | 392                                 | 595      | 8             | 1,110                              |
| Hardware  | 3                                     | 1,950     | 197            | 10.6                        | 109                                 | 110      | -             | 399                                |
| Lumber and building materials (other than metal)            | 7                                     | 802       | 187            | 23.3                        | 69                                  | 113      | 12            | 297                                |
| Machinery, equipment and supplies (except electrical)       | 27                                    | 1,674     | 364            | 21.7                        | 143                                 | 195      | 13            | 516                                |
| Paper and its products                                      | 6                                     | 809       | 237            | 29.3                        | 67                                  | 112      | 6             | 225                                |
| Petroleum and its products                                  | 5                                     | 548       | 79             | 14.4                        | 36                                  | 38       | -             | 27                                 |
| Plumbing and heating equipment and supplies                 | 4                                     | 198       | 55             | 27.8                        | 20                                  | 27       | 3             | 86                                 |
| Tobacco and its products (except leaf)                      | 4                                     | 515       | 44             | 8.5                         | 15                                  | 19       | 1             | 27                                 |
| Waste materials   | 5                                     | 233       | 45             | 19.7                        | 22                                  | 23       | 2             | 48                                 |
| All other kinds of business <u>2/</u>                       | 17                                    | 1,342     | 291            | 21.7                        | 119                                 | 151      | 2             | 244                                |
| <b>MANUFACTURER'S SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 8                                     | 1,148     | 261            | 22.7                        | 87                                  | 137      | 3             | 37                                 |
| Machinery, equipment and supplies (except electrical)       | 15                                    | 1,196     | 378            | 31.6                        | 136                                 | 202      | 7             | 822                                |
| All other kinds of business <u>4/</u>                       | 13                                    | 3,336     | 619            | 18.6                        | 168                                 | 278      | 4             | 339                                |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 22                                    | 18,017    | 350            | 1.9                         | 121                                 | 206      | 12            | 528                                |
| Farm products—consumer goods                                | 11                                    | 1,195     | 112            | 9.4                         | 36                                  | 43       | 5             | 19                                 |
| Groceries and foods (except farm products)                  | 7                                     | 5,081     | 75             | 1.5                         | 14                                  | 34       | -             | -                                  |
| Lumber and building materials (other than metal)            | 3                                     | 710       | 9              | 1.3                         | 4                                   | 3        | -             | -                                  |
| All other kinds of business <u>5/</u>                       | 7                                     | 705       | 47             | 6.7                         | 8                                   | 20       | 1             | 2                                  |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 3                                     | 1,052     | 24             | 2.3                         | 7                                   | 14       | -             | -                                  |
| Farm products—consumer goods                                | 10                                    | 561       | 36             | 6.2                         | 39                                  | 22       | 1             | 11                                 |
| Petroleum and its products                                  | 18                                    | 1,238     | 295            | 23.8                        | 113                                 | 178      | 1             | 156                                |
| All other kinds of business                                 | 2                                     | 911       | 38             | 4.2                         | 11                                  | 18       | -             | 112                                |
| <b>CITIES OF 50,000 TO 100,000 POPULATION</b>               |                                       |           |                |                             |                                     |          |               |                                    |
| <b>TOPEKA</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 106                                   | 14,685    | 2,002          | 13.6                        | 755                                 | 1,032    | 34            | 2,241                              |
| Wholesalers proper  | 52                                    | 9,253     | 1,328          | 14.4                        | 546                                 | 701      | 32            | 1,491                              |
| Manufacturers' sales branches                               | 12                                    | 1,519     | 259            | 17.1                        | 95                                  | 141      | -             | 175                                |
| Agents and brokers <u>6/</u>                                | 4                                     | 1,168     | 38             | 3.3                         | 14                                  | 14       | -             | 15                                 |
| All other types   | 28                                    | 2,745     | 377            | 13.7                        | 100                                 | 176      | 2             | 560                                |
| <b>WHOLESALES PROPER</b>                                    |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 5                                     | 253       | 80             | 31.6                        | 33                                  | 52       | 1             | 110                                |
| Electrical goods  | 3                                     | 181       | 43             | 23.8                        | 9                                   | 20       | 6             | 20                                 |

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Table 2B.—STATE OF KANSAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales     | TOTAL EXPENSES |                             |                                     | PAY ROLL     |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|---------------|----------------|-----------------------------|-------------------------------------|--------------|---------------|------------------------------------|
|   |                                       |               | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total        | Part-<br>time |                                    |
| WHOLESALESAERS PROPRIETOR (continued)                       |                                       |               |                |                             |                                     |              |               |                                    |
| Farm products—consumer goods                                | 10                                    | 1,561         | 159            | 10.8                        | 92                                  | 95           | 9             | 55                                 |
| Groceries and foods (except farm products)                  | 17                                    | 5,139         | 537            | 10.4                        | 244                                 | 287          | 2             | 721                                |
| Lumber and building materials (other than metal)            | 4                                     | 192           | 51             | 26.6                        | 14                                  | 28           | 7             | 39                                 |
| Machinery, equipment and supplies (except electrical)       | 6                                     | 161           | 79             | 49.1                        | 22                                  | 27           | 1             | 38                                 |
| Waste materials   | 3                                     | 96            | 19             | 20.0                        | 8                                   | 8            | 2             | 20                                 |
| All other kinds of business <u>7</u>                        | 14                                    | 1,730         | 351            | 20.3                        | 134                                 | 194          | 5             | 468                                |
| MANUFACTURERS' SALES BRANCHES                               |                                       |               |                |                             |                                     |              |               |                                    |
| Groceries and foods (except farm products)                  | 5                                     | 566           | 96             | 16.8                        | 34                                  | 53           | -             | 10                                 |
| Machinery, equip't. and supplies (except electrical)        | 4                                     | 374           | 101            | 27.0                        | 42                                  | 62           |               | 157                                |
| All other kinds of business <u>8</u>                        | 3                                     | 579           | 63             | 10.9                        | 19                                  | 26           |               | 9                                  |
| ALL OTHER TYPES   |                                       |               |                |                             |                                     |              |               |                                    |
| Farm products—consumer goods                                | 10                                    | 339           | 33             | 9.7                         | 16                                  | 14           | 1             | 5                                  |
| Petroleum and its products                                  | 15                                    | 820           | 164            | 32.2                        | 69                                  | 138          | 1             | 83                                 |
| All other kinds of business <u>9</u>                        | 3                                     | 1,586         | 80             | 5.0                         | 15                                  | 24           | -             | 472                                |
| CITIES OF 20,000 TO 50,000 POPULATION                       |                                       |               |                |                             |                                     |              |               |                                    |
| HUTCHINSON  |                                       |               |                |                             |                                     |              |               |                                    |
| Wholesale prop  | 77                                    | 19,167        | 1,549          | 8.1                         | 471                                 | 705          | 16            | 2,428                              |
| All other types   | 36                                    | 13,122        | 896            | 6.8                         | 287                                 | 385          | 10            | 1,850                              |
| Farm products—raw materials                                 | 41                                    | 6,045         | 652            | 10.8                        | 184                                 | 321          | 6             | 578                                |
| Farm products—consumer goods                                | 18                                    | 12,871        | 453            | 3.5                         | 69                                  | 156          | 3             | 1,219                              |
| Groceries and foods (except farm products)                  | 17                                    | 1,238         | 180            | 12.3                        | 52                                  | 73           | 5             | 27                                 |
| Petroleum and its products                                  | 9                                     | 3,220         | 495            | 15.4                        | 159                                 | 236          | 1             | 474                                |
| All other kinds of business                                 | 12                                    | 416           | 111            | 26.7                        | 38                                  | 63           | -             | 96                                 |
|   | 21                                    | 1,362         | 329            | 24.2                        | 143                                 | 178          | 7             | 612                                |
| SALINA  |                                       |               |                |                             |                                     |              |               |                                    |
| Wholesale prop  | 87                                    | 17,643        | 1,738          | 9.9                         | 663                                 | 862          | 20            | 1,810                              |
| All other types   | 42                                    | 11,451        | 1,152          | 10.1                        | 454                                 | 612          | 14            | 1,360                              |
| Farm products—raw materials                                 | 45                                    | 6,192         | 586            | 9.5                         | 199                                 | 270          | 6             | 460                                |
| Farm products—consumer goods                                | 13                                    | 8,233         | 120            | 1.4                         | 25                                  | 46           | 9             | 16                                 |
| Groceries and foods (except farm products)                  | 16                                    | 2,476         | 244            | 9.9                         | 93                                  | 104          | 8             | 101                                |
| Petroleum and its products                                  | 9                                     | 2,647         | 419            | 15.8                        | 176                                 | 216          | -             | 464                                |
| All other kinds of business                                 | 17                                    | 641           | 159            | 24.6                        | 59                                  | 86           | 1             | 113                                |
|   | 32                                    | 3,686         | 797            | 22.2                        | 310                                 | 430          | 2             | 1,116                              |
| CITIES OF 5,000 TO 20,000 POPULATION                        |                                       |               |                |                             |                                     |              |               |                                    |
| <b>Total</b>  | <b>748</b>                            | <b>58,637</b> | <b>8,002</b>   | <b>13.6</b>                 | <b>2,872</b>                        | <b>3,869</b> | <b>237</b>    | <b>7,650</b>                       |
| ABILENE   | 25                                    | 1,078         | 137            | 12.7                        | 57                                  | 84           | 16            | 126                                |
| ARKANSAS CITY   | 25                                    | 2,260         | 370            | 16.4                        | 154                                 | 223          | 4             | 402                                |
| ATCHISON  | 31                                    | 4,615         | 597            | 12.9                        | 243                                 | 333          | 23            | 1,138                              |
| CHAUTEAUX   | 17                                    | 575           | 122            | 21.2                        | 46                                  | 69           | 1             | 201                                |
| COFFEYVILLE   | 31                                    | 1,952         | 295            | 15.1                        | 126                                 | 156          | 5             | 321                                |
| CONCORDIA   | 20                                    | 2,550         | 585            | 23.0                        | 182                                 | 208          | 8             | 150                                |
| DOUGLASS CITY   | 47                                    | 4,861         | 990            | 20.4                        | 295                                 | 369          | 11            | 985                                |
| EL DORADO   | 25                                    | 814           | 156            | 19.2                        | 50                                  | 69           | 6             | 226                                |
| EMPORIA   | 26                                    | 2,504         | 281            | 11.2                        | 131                                 | 168          | 6             | 328                                |
| FORT SCOTT  | 36                                    | 1,431         | 264            | 18.4                        | 129                                 | 116          | 5             | 170                                |
| GARDEN CITY   | 20                                    | 757           | 146            | 19.0                        | 50                                  | 73           | 1             | 111                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2 B.—STATE OF KANSAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 5,000 TO 20,000 POPULATION (continued)            |                                       |           |                |                             |                                     |          |               |                                    |
| GREAT BEND  | 20                                    | 1,550     | 116            | 7.6                         | 43                                  | 66       | 3             | 92                                 |
| INDEPENDENCE  | 27                                    | 2,037     | 199            | 9.8                         | 70                                  | 92       | 8             | 106                                |
| IOLA  | 20                                    | 1,112     | 161            | 14.5                        | 63                                  | 71       | 2             | 102                                |
| JUNCTION CITY   | 19                                    | 1,173     | 129            | 11.0                        | 62                                  | 78       | 3             | 114                                |
| LAWRENCE  | 34                                    | 2,172     | 386            | 17.8                        | 136                                 | 206      | 19            | 361                                |
| LEAVERSWORTH  | 39                                    | 1,616     | 351            | 19.3                        | 150                                 | 191      | 13            | 220                                |
| LIBERAL   | 26                                    | 1,465     | 191            | 13.1                        | 63                                  | 99       | 4             | 221                                |
| MAPHERSON   | 38                                    | 3,086     | 298            | 9.7                         | 78                                  | 133      | 16            | 661                                |
| MAHEASTON   | 27                                    | 1,613     | 219            | 13.6                        | 74                                  | 102      | 13            | 98                                 |
| MATON   | 19                                    | 1,539     | 276            | 17.9                        | 110                                 | 164      | 11            | 166                                |
| OTTAWA  | 30                                    | 2,182     | 409            | 18.7                        | 113                                 | 174      | 6             | 268                                |
| PARSONS   | 29                                    | 1,771     | 206            | 11.6                        | 56                                  | 84       | 4             | 89                                 |
| PITTSBURG   | 48                                    | 3,971     | 688            | 14.8                        | 196                                 | 304      | 25            | 452                                |
| PRATT   | 16                                    | 871       | 102            | 11.9                        | 39                                  | 56       | 1             | 96                                 |
| WELLINGTON  | 23                                    | 7,241     | 132            | 1.8                         | 33                                  | 56       | -             | 200                                |
| WILFIELD  | 31                                    | 1,921     | 296            | 15.4                        | 114                                 | 164      | 23            | 256                                |

- 1/ Includes 1 establishment dealing in chemicals; 1 in drugs and drug sundries; 1 in electrical goods; 1 in farm products-raw materials; 2 in farm supplies; 2 in machinery, equipment and supplies (except electrical); 1 in metals (except scrap); 1 in paper and its products; 1 in petroleum and its products; and 1 in tobacco and its products (except leaf).
- 2/ Includes 1 establishment dealing in amusement and sporting goods; 1 in chemicals; 1 in machinery, equipment and supplies (except electrical); 1 in petroleum and its products; and 4 in all other products.
- 3/ Includes 2 establishments dealing in amusement and sporting goods; 2 in clothing and furnishings; 2 in dry goods; 2 in jewelry and optical goods; 2 in metals (except scrap); and 7 in all other products.
- 4/ Includes 2 establishments dealing in amusements products; 1 in chemicals; 1 in coal; 1 in farm products-consumer goods; 1 in furniture and house furnishings; 1 in jewelry and optical goods; 1 in lumber and building materials (other than metal); 1 in metals (except scrap); 1 in petroleum and its products; 2 in plumbing and heating equipment and supplies; and 1 in tobacco and its products (except leaf).
- 5/ Includes 1 establishment dealing in coal; 2 in farm supplies; 1 in hardware; 1 in machinery, equipment and supplies (except electrical); 1 in metals (except scrap); and 1 in tobacco and its products (except leaf).
- 6/ Includes 1 establishment dealing in farm products-raw materials; 1 in groceries and foods (except farm products) and 2 in machinery, equipment and supplies (except electrical).
- 7/ Includes 2 establishments dealing in chemicals; 2 in farm products-raw materials; 1 in farm supplies; 1 in furniture and house furnishings; 1 in hardware; 1 in jewelry and optical goods; 2 in paper and its products; 2 in petroleum and its products; 1 in tobacco and its products (except leaf); and 1 in all other products.
- 8/ Includes 1 establishment dealing in jewelry and optical goods; 1 in petroleum and its products; and 1 in tobacco and its products (except leaf).
- 9/ Includes 1 establishment dealing in drugs and drug sundries and 2 in farm products-raw materials.

## WHOLESALE DISTRIBUTION: 1933

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Table 3.—STATE OF KANSAS RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS  
 For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                  | RECEIPTS FROM—       |                                  |                          |        |                          |        |
|---|--------------------------|-----------------|----------------|------------------|----------------------|----------------------------------|--------------------------|--------|--------------------------|--------|
|   |                          |                 | Amount         | Percent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental             |        | Other sources            |        |
|   |                          |                 |                |                  |                      |                                  | Number of establishments | Amount | Number of establishments | Amount |
| Total for State                                       | 5,012                    | \$299,123       | \$34,214       | 11.4             | \$297,394            | \$993                            | 8                        | \$47   | 42                       | \$689  |
| Automotive products                                   | 94                       | 4,711           | 1,227          | 26.0             | 4,573                | 132                              | 2                        | 5      | 1                        | 1      |
| Coal  | 7                        | 1,698           | 147            | 8.7              | 1,698                | -                                | -                        | -      | -                        | -      |
| Dry goods   | 4                        | 1,124           | 220            | 19.6             | 1,112                | -                                | -                        | -      | 2                        | 12     |
| Electrical goods                                      | 21                       | 1,763           | 401            | 22.7             | 1,707                | 55                               | 1                        | 1      | -                        | -      |
| Farm products—raw materials                           | 1,235                    | 113,783         | 4,546          | 4.0              | 113,494              | 244                              | 1                        | 1      | 9                        | 44     |
| Farm products—consumer goods                          | 1,340                    | 39,585          | 5,939          | 15.0             | 39,563               | 14                               | -                        | -      | 4                        | 8      |
| Farm supplies   | 52                       | 5,806           | 959            | 16.5             | 5,792                | 15                               | -                        | -      | 1                        | 1      |
| Groceries and foods (except farm products)            | 277                      | 66,898          | 7,329          | 11.0             | 66,504               | 347                              | -                        | -      | 5                        | 47     |
| Jewelry and optical goods                             | 12                       | 230             | 114            | 49.7             | 280                  | -                                | -                        | -      | -                        | -      |
| Lumber and building materials (other than metal)      | 32                       | 2,706           | 440            | 16.3             | 2,703                | -                                | 1                        | 5      | -                        | -      |
| Machinery, equipment and supplies (except electrical) | 149                      | 10,069          | 2,412          | 23.9             | 9,271                | 165                              | 1                        | 7      | 15                       | 46     |
| Paper and its products                                | 11                       | 1,349           | 334            | 24.8             | 1,349                | -                                | -                        | -      | -                        | -      |
| Petroleum and its products                            | 1,569                    | 29,052          | 6,895          | 23.7             | 29,032               | 19                               | 1                        | 1      | -                        | -      |
| Tobacco and its products (except leaf)                | 23                       | 4,839           | 212            | 4.4              | 4,833                | 1                                | -                        | -      | 1                        | 5      |
| Waste materials                                       | 49                       | 996             | 247            | 24.8             | 995                  | 1                                | -                        | -      | -                        | -      |
| All other kinds of business                           | 117                      | 14,444          | 2,792          | 19.3             | 15,688               | 2                                | 1                        | 29     | 6                        | 525    |

1/ Included 5 establishments dealing in machinery, equipment and supplies with receipts from machine rentals amounting to \$12,000.

2/ Included 2 exchanges dealing in motion picture films.

## WHOLESALE DISTRIBUTION: 1933

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Table 4.—STATE OF KANSAS CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS   | ALL ESTABLISHMENTS |           | ESTABLISHMENTS REPORTING CREDIT SALES |                                   |           |                                   |              |                                       |                    |                |                  |
|---|--------------------|-----------|---------------------------------------|-----------------------------------|-----------|-----------------------------------|--------------|---------------------------------------|--------------------|----------------|------------------|
|   | Number             | Net sales | Number                                | Percent of total kind of business | Net sales | Percent of total kind of business | Credit sales |                                       |                    | Total Expenses |                  |
|   |                    |           |                                       |                                   |           |                                   | Amount       | Percent of sales                      |                    | Amount         | Percent of sales |
|   |                    |           |                                       |                                   |           |                                   |              | Establishments reporting credit sales | All establishments |                |                  |
| Total for State                             | 5,012              | \$299,123 | 2,501                                 | 49.9                              | \$160,569 | 53.7                              | \$103,002    | 64.1                                  | 34.4               | \$25,130       | 15.6             |
| WHOLESALESAERS PROPER                       |                    |           |                                       |                                   |           |                                   |              |                                       |                    |                |                  |
| Total                                       | 916                | 120,671   | 614                                   | 67.0                              | 78,980    | 65.5                              | 58,358       | 73.9                                  | 48.4               | 12,470         | 15.8             |
| Amusement and sporting goods                | 6                  | 71        | 4                                     | 66.7                              | 68        | 95.8                              | 47           | 69.1                                  | 66.2               | 15             | 22.1             |
| Automotive products                         | 89                 | 4,176     | 71                                    | 79.8                              | 3,692     | 88.4                              | 2,635        | 71.4                                  | 63.1               | 976            | 26.4             |
| Chemicals                                   | 6                  | 114       | 6                                     | 100.0                             | 114       | 100.0                             | 77           | 67.5                                  | 67.5               | 24             | 21.1             |
| Coal  | 4                  | 1,055     | 3                                     | 75.0                              | 1,052     | 99.7                              | 1,052        | 100.0                                 | 99.7               | 90             | 8.6              |
| Drugs and drug sundries                     | 11                 | 3,125     | 6                                     | 54.5                              | 2,008     | 64.3                              | 1,910        | 95.1                                  | 61.1               | 296            | 14.7             |
| Dry goods                                   | 4                  | 1,124     | 2                                     | 50.0                              | 894       | 79.5                              | 864          | 95.6                                  | 76.9               | 201            | 22.5             |
| Electrical goods                            | 21                 | 1,763     | 21                                    | 100.0                             | 1,763     | 100.0                             | 1,197        | 67.9                                  | 67.9               | 401            | 22.7             |
| Farm products—raw materials                 | 58                 | 24,249    | 23                                    | 39.7                              | 964       | 4.0                               | 164          | 17.0                                  | 0.7                | 81             | 8.4              |
| Farm products—consumer goods                | 160                | 19,359    | 90                                    | 56.3                              | 14,388    | 74.3                              | 9,582        | 66.6                                  | 49.5               | 2,504          | 18.1             |
| Farm supplies                               | 37                 | 4,133     | 23                                    | 62.2                              | 1,910     | 46.2                              | 628          | 32.9                                  | 15.2               | 317            | 16.6             |
| Furniture and house furnishings             | 7                  | 840       | 6                                     | 85.7                              | 655       | 99.1                              | 487          | 91.0                                  | 90.2               | 133            | 24.9             |
| Groceries and foods (except farm products)  | 222                | 39,884    | 154                                   | 69.4                              | 33,719    | 84.5                              | 24,776       | 73.5                                  | 62.1               | 3,937          | 11.7             |
| Hardware                                    | 11                 | 4,421     | 7                                     | 63.6                              | 3,640     | 77.8                              | 3,287        | 95.6                                  | 74.3               | 493            | 20.1             |
| Jewelry and optical goods                   | 8                  | 146       | 7                                     | 87.5                              | 142       | 97.3                              | 122          | 85.9                                  | 83.6               | 60             | 42.3             |
| Lumber and building materials               | 26                 | 1,887     | 25                                    | 96.2                              | 1,886     | 99.9                              | 1,642        | 87.1                                  | 87.0               | 420            | 22.3             |
| Machinery, equipment and supplies           | 83                 | 5,079     | 74                                    | 89.2                              | 4,877     | 96.0                              | 3,830        | 78.5                                  | 75.4               | 1,010          | 20.7             |
| Metals (except scrap)                       | 8                  | 1,398     | 4                                     | 50.0                              | 1,161     | 83.0                              | 1,134        | 97.7                                  | 81.1               | 155            | 13.4             |
| Paper and its products                      | 11                 | 1,345     | 9                                     | 81.8                              | 1,232     | 91.3                              | 1,129        | 91.6                                  | 85.7               | 334            | 24.7             |
| Petroleum and its products                  | 31                 | 1,340     | 27                                    | 87.1                              | 854       | 63.7                              | 791          | 92.6                                  | 59.0               | 191            | 22.4             |
| Plumbing and heating equipment and supplies | 7                  | 431       | 5                                     | 71.4                              | 252       | 58.5                              | 241          | 95.6                                  | 55.9               | 64             | 25.4             |
| Tobacco and its products                    | 20                 | 3,328     | 15                                    | 75.0                              | 2,852     | 85.7                              | 1,946        | 68.2                                  | 58.5               | 141            | 4.9              |
| Waste materials                             | 49                 | 996       | 13                                    | 26.5                              | 661       | 66.4                              | 398          | 60.2                                  | 40.0               | 196            | 29.7             |
| All other kinds of business                 | 37                 | 705       | 19                                    | 51.4                              | 516       | 73.2                              | 419          | 81.2                                  | 59.4               | 161            | 31.2             |
| ALL OTHER TYPES                             | 4,096              | 178,452   | 1,887                                 | 46.1                              | 81,609    | 45.7                              | 44,644       | 54.7                                  | 25.0               | 12,660         | 15.5             |
| Amusement and sporting goods                | 1                  | (X)       | 1                                     | (X)                               | (X)       | (X)                               | (X)          | (X)                                   | (X)                | (X)            | (X)              |
| Automotive products                         | 5                  | 535       | 5                                     | 100.0                             | 535       | 100.0                             | 478          | 89.3                                  | 89.3               | 121            | 22.6             |
| Chemicals                                   | 2                  | (X)       | -                                     | -                                 | -         | -                                 | -            | -                                     | -                  | -              | -                |
| Coal  | 3                  | 643       | 2                                     | 66.7                              | 233       | 36.2                              | 184          | 66.1                                  | 24.0               | 17             | 7.3              |
| Drugs and drug sundries                     | 2                  | (X)       | 1                                     | (X)                               | (X)       | (X)                               | (X)          | (X)                                   | (X)                | (X)            | (X)              |
| Farm products—raw materials                 | 1,177              | 89,534    | 285                                   | 24.2                              | 19,124    | 21.4                              | 3,714        | 19.4                                  | 4.1                | 1,186          | 6.2              |
| Farm products—consumer goods                | 1,180              | 20,228    | 102                                   | 8.6                               | 5,855     | 28.9                              | 3,219        | 55.0                                  | 15.9               | 788            | 15.5             |
| Farm supplies                               | 18                 | 1,673     | 9                                     | 60.0                              | 373       | 22.3                              | 51           | 13.7                                  | 3.0                | 39             | 10.5             |
| Furniture and house furnishings             | 2                  | (X)       | 1                                     | (X)                               | (X)       | (X)                               | (X)          | (X)                                   | (X)                | (X)            | (X)              |
| General merchandise                         | 1                  | (X)       | -                                     | -                                 | -         | -                                 | -            | -                                     | -                  | -              | -                |
| Groceries and foods (except farm products)  | 55                 | 27,014    | 41                                    | 74.5                              | 22,846    | 84.6                              | 20,537       | 89.9                                  | 76.0               | 2,541          | 11.1             |
| Hardware                                    | 1                  | (X)       | 1                                     | (X)                               | (X)       | (X)                               | (X)          | (X)                                   | (X)                | (X)            | (X)              |
| Jewelry and optical goods                   | 4                  | 134       | 4                                     | 100.0                             | 134       | 100.0                             | 134          | 100.0                                 | 100.0              | 53             | 39.6             |
| Lumber and building materials               | 6                  | 819       | 3                                     | 50.0                              | 118       | 14.4                              | 118          | 100.0                                 | 14.4               | 13             | 11.0             |
| Machinery, equipment and supplies           | 65                 | 5,010     | 61                                    | 32.4                              | 4,365     | 99.1                              | 4,519        | 91.0                                  | 90.2               | 1,331          | 25.8             |
| Metals (except scrap)                       | 2                  | (X)       | 2                                     | (X)                               | (X)       | (X)                               | (X)          | (X)                                   | (X)                | (X)            | (X)              |
| Petroleum and its products                  | 1,558              | 27,712    | 1,360                                 | 87.3                              | 24,746    | 89.3                              | 9,409        | 36.0                                  | 34.0               | 5,943          | 24.0             |
| Plumbing and heating equipment and supplies | 5                  | (X)       | 3                                     | (X)                               | (X)       | (X)                               | (X)          | (X)                                   | (X)                | (X)            | (X)              |
| Tobacco and its products                    | 3                  | 1,511     | -                                     | -                                 | -         | -                                 | -            | -                                     | -                  | -              | -                |
| All other products                          | 2                  | 353       | 6                                     | 75.0                              | 179       | 50.7                              | 39           | 21.8                                  | 11.0               | 84             | 55.8             |

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Table 5.—STATE OF KANSAS DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |                  |                 | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |                                       |                  |                                       |                 |                  |                               |                                     |                           |                                  |
|---|--------------------|------------------|-----------------|--|---------------------------------------|------------------|---------------------------------------|-----------------|------------------|-------------------------------|-------------------------------------|---------------------------|----------------------------------|
|   | Number             | Net sales        | Total expenses  | Number of establishments                       | Percent of total for kind of business | Net sales        | Percent of total for kind of business | Total expenses  |                  | Sales to retailers for resale | Sales to home consumers (at retail) | Sales to industrial users | Sales to wholesale organizations |
|   |                    |                  |                 |  |                                       |                  |                                       | Amount          | Percent of sales |                               |                                     |                           |                                  |
| <b>Total for State</b>                    | <b>5,012</b>       | <b>\$299,123</b> | <b>\$34,214</b> | <b>3,638</b>                                   | <b>72.6</b>                           | <b>\$249,866</b> | <b>83.5</b>                           | <b>\$27,199</b> | <b>10.9</b>      | <b>\$119,677</b>              | <b>7,798</b>                        | <b>\$80,064</b>           | <b>\$42,337</b>                  |
| <b>WHOLESALESAERS PROPER</b>              |                    |                  |                 |  |                                       |                  |                                       |                 |                  |                               |                                     |                           |                                  |
| <b>Total</b>                              | <b>916</b>         | <b>120,671</b>   | <b>16,468</b>   | <b>813</b>                                     | <b>86.8</b>                           | <b>110,633</b>   | <b>91.7</b>                           | <b>14,728</b>   | <b>13.3</b>      | <b>72,952</b>                 | <b>2,858</b>                        | <b>51,267</b>             | <b>3,556</b>                     |
| Amusement and sporting goods              | 6                  | 71               | 15              | 6  | 100.0                                 | 71               | 100.0                                 | 15              | 21.1             | 9                             | 15                                  | 45                        | 2                                |
| Automotive products                       | 89                 | 4,176            | 1,106           | 82   | 92.1                                  | 3,978            | 95.3                                  | 1,045           | 26.3             | 3,235                         | 560                                 | 160                       | 23                               |
| Chemicals                                 | 6                  | 114              | 24              | 5  | 83.3                                  | 60               | 52.6                                  | 17              | 28.3             | 50                            | 9                                   | 1                         | -                                |
| Coal                                      | 4                  | 1,055            | 30              | 3  | 75.0                                  | 1,052            | 99.7                                  | 90              | 8.6              | 332                           | 250                                 | 470                       | -                                |
| Drugs and drug sundries                   | 11                 | 3,125            | 490             | 9  | 81.8                                  | 2,634            | 86.2                                  | 415             | 15.4             | 2,648                         | 31                                  | 10                        | 5                                |
| Dry goods                                 | 4                  | 1,124            | 220             | 4  | 100.0                                 | 1,124            | 100.0                                 | 220             | 19.6             | 1,098                         | -                                   | 19                        | 7                                |
| Electrical goods                          | 21                 | 1,763            | 401             | 21   | 100.0                                 | 1,763            | 100.0                                 | 401             | 22.7             | 1,435                         | 68                                  | 206                       | 54                               |
| Farm products—raw materials               | 58                 | 24,249           | 800             | 43   | 74.1                                  | 21,328           | 88.2                                  | 619             | 2.9              | 392                           | 150                                 | 20,343                    | 508                              |
| Farm products—consumer goods              | 160                | 19,357           | 3,645           | 134  | 83.8                                  | 17,766           | 91.8                                  | 3,313           | 18.6             | 13,369                        | 339                                 | 2,417                     | 1,641                            |
| Farm supplies                             | 37                 | 4,133            | 895             | 20   | 54.1                                  | 1,132            | 28.8                                  | 253             | 21.2             | 560                           | 397                                 | 127                       | 118                              |
| Furniture and house furnishings           | 7                  | 540              | 135             | 7  | 100.0                                 | 540              | 100.0                                 | 135             | 25.0             | 440                           | 70                                  | -                         | 10                               |
| Groceries and foods                       | 222                | 39,884           | 4,646           | 222  | 100.0                                 | 39,884           | 100.0                                 | 4,646           | 11.6             | 38,150                        | 566                                 | 1,218                     | 170                              |
| Hardware                                  | 11                 | 4,421            | 940             | 10   | 90.9                                  | 4,311            | 97.5                                  | 923             | 21.4             | 4,180                         | 64                                  | 65                        | 2                                |
| Jewelry and optical goods                 | 8                  | 146              | 61              | 8  | 100.0                                 | 146              | 100.0                                 | 61              | 41.8             | 88                            | -                                   | 58                        | -                                |
| Lumber & building materials               | 26                 | 1,887            | 420             | 17   | 65.4                                  | 1,291            | 68.4                                  | 275             | 21.3             | 1,033                         | 86                                  | 62                        | 110                              |
| Machinery, exp't.& supplies               | 85                 | 5,079            | 1,074           | 79   | 95.2                                  | 5,003            | 98.5                                  | 1,046           | 20.9             | 403                           | 85                                  | 4,304                     | 213                              |
| Metals (except scrap)                     | 8                  | 1,398            | 189             | 7  | 87.5                                  | 1,337            | 99.9                                  | 189             | 13.3             | 199                           | 17                                  | 1,182                     | -                                |
| Paper and its products                    | 11                 | 1,349            | 334             | 9  | 81.8                                  | 878              | 65.1                                  | 192             | 21.9             | 611                           | 140                                 | 126                       | 1                                |
| Petroleum & its products                  | 51                 | 1,340            | 259             | 23   | 74.2                                  | 1,120            | 83.6                                  | 211             | 18.8             | 798                           | 114                                 | 63                        | 145                              |
| Plumbing & heating exp't. and supplies    | 7                  | 431              | 106             | 6  | 85.7                                  | 410              | 95.1                                  | 99              | 24.1             | 331                           | 13                                  | 64                        | 2                                |
| Tobacco and its products                  | 20                 | 3,323            | 155             | 19   | 95.0                                  | 3,050            | 91.0                                  | 153             | 5.0              | 2,980                         | 49                                  | -                         | 1                                |
| Waste materials                           | 49                 | 996              | 247             | 42   | 85.7                                  | 825              | 82.8                                  | 213             | 25.8             | 65                            | -                                   | 233                       | 537                              |
| All other kinds of business               | 37                 | 705              | 197             | 37   | 100.0                                 | 705              | 100.0                                 | 197             | 27.9             | 557                           | 56                                  | 86                        | 6                                |
| <b>ALL OTHER TYPES</b>                    |                    |                  |                 |  |                                       |                  |                                       |                 |                  |                               |                                     |                           |                                  |
| <b>Total</b>                              | <b>4,096</b>       | <b>178,452</b>   | <b>17,756</b>   | <b>2,825</b>                                   | <b>69.0</b>                           | <b>139,233</b>   | <b>78.0</b>                           | <b>12,471</b>   | <b>9.0</b>       | <b>46,725</b>                 | <b>4,940</b>                        | <b>48,787</b>             | <b>58,781</b>                    |
| Amusement and sporting goods              | 1                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Automotive products                       | 5                  | 535              | 121             | (X)  | 5                                     | 100.0            | 535                                   | 100.0           | 121              | 22.6                          | (X)                                 | 21                        | (X)                              |
| Chemicals                                 | 2                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Coal                                      | 3                  | 643              | 87              | (X)  | 3                                     | 100.0            | 643                                   | 100.0           | 87               | 8.9                           | (X)                                 | (X)                       | (X)                              |
| Drugs and drug sundries                   | 2                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Farm products—raw materials               | 1,177              | 89,854           | 3,746           | 885  | 75.2                                  | 69,618           | 77.8                                  | 2,520           | 3.6              | 3,481                         | 2,544                               | 39,014                    | 25,877                           |
| Farm products—consumer goods              | 1,180              | 20,228           | 2,294           | 1,026  | 86.9                                  | 17,915           | 88.6                                  | 2,075           | 11.4             | 6,088                         | 243                                 | 4,586                     | 6,898                            |
| Farm supplies                             | 15                 | 1,673            | 54              | 11   | 73.3                                  | 578              | 34.5                                  | 35              | 6.1              | 45                            | 46                                  | 147                       | 340                              |
| Furniture & house furnishings             | 2                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| General merchandise                       | 1                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Groceries and foods                       | 55                 | 27,014           | 2,683           | 54   | 98.2                                  | 26,473           | 98.0                                  | 2,676           | 10.1             | 21,022                        | -                                   | 1,740                     | 3,711                            |
| Hardware                                  | 1                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Jewelry and optical goods                 | 4                  | 134              | 53              | 4  | 100.0                                 | 134              | 100.0                                 | 53              | 39.6             | 138                           | (X)                                 | -                         | 1                                |
| Lumber & building materials               | 6                  | 819              | 20              | 5  | 83.3                                  | 818              | 99.8                                  | 20              | 2.4              | 728                           | -                                   | 90                        | -                                |
| Machinery, exp't.& supplies               | 66                 | 5,010            | 1,338           | 59   | 89.4                                  | 4,848            | 96.8                                  | 1,265           | 26.1             | 1,683                         | 288                                 | 2,553                     | 129                              |
| Metals (except scrap)                     | 2                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Petroleum & its products                  | 1,568              | 27,712           | 6,656           | 751  | 48.2                                  | 14,229           | 51.3                                  | 3,124           | 22.0             | 11,108                        | 1,684                               | 2,860                     | 232                              |
| Plumbing & heating exp't. and supplies    | 5                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Tobacco & its products                    | 3                  | 1,511            | 47              | 3  | 100.0                                 | 1,511            | 100.0                                 | 47              | 3.1              | 3                             | -                                   | -                         | 1,508                            |
| All other products                        | 8                  | 353              | 75              | 8  | 100.0                                 | 353              | 100.0                                 | 75              | 21.2             | 11                            | 39                                  | 303                       | 1                                |

Table 6.—STATE OF KANSAS MONTHLY EMPLOYMENT, BY KIND OF BUSINESS For States and Cities of 500,000 Population and Over

| STATE AND CITY<br>Kind of Business                       | NUMBER AND PROPORTION<br>OF MEN AND WOMEN<br>EMPLOYED |                          | Employ-<br>ment<br>ratio to<br>Part-time<br>ratio to<br>average | Average<br>number<br>of em-<br>ployees | NUMBER OF EMPLOYEES—By MONTH |                          |              |               |        |        |        |        |        |        |                     |              | No-<br>vember | De-<br>cember |
|--|---|--------------------------|---|--|------------------------------|--------------------------|--------------|---------------|--------|--------|--------|--------|--------|--------|---------------------|--------------|---------------|---------------|
|  | Men   |                          |   |  | Women                        |                          | Jan-<br>uary | Feb-<br>ruary | March  | April  | May    | June   | July   | August | Sep-<br>tem-<br>ber | Octo-<br>ber |               |               |
|  | Esti-<br>mated<br>average                             | Per-<br>cent of<br>total |   |  | Esti-<br>mated<br>average    | Per-<br>cent of<br>total |              |               |        |        |        |        |        |        |                     |              |               |               |
| Total  | 2,557   | 15,256                   | 1,674.12.4  | 100                                    | 12,996                       | 12,136                   | 12,800       | 12,384        | 12,468 | 12,658 | 12,951 | 13,177 | 13,425 | 13,510 | 13,450              | 13,538       |               |               |
| Amusement and sporting goods.....                        | 7   | 18                       | 20.86.4   | 35                                     | 31                           | 28                       | 33           | 33            | 33     | 33     | 33     | 35     | 36     | 40     | 40                  | 40           |               |               |
| Automotive products.....                                 | 77  | 478                      | 60.11.2   | 517                                    | 461                          | 461                      | 461          | 477           | 462    | 496    | 509    | 538    | 561    | 564    | 568                 | 568          |               |               |
| Chemicals.....   | 4   | 11                       | 24.46.2   | 32                                     | 29                           | 28                       | 27           | 26            | 27     | 26     | 26     | 26     | 26     | 26     | 26                  | 26           |               |               |
| Clothing and furnishings.....                            | 1   | 3                        | 2.40.0  | 4                                      | 3                            | 3                        | 3            | 3             | 3      | 3      | 3      | 3      | 3      | 3      | 3                   | 3            |               |               |
| Coal.....  | 7   | 21                       | 5.20.7  | 28                                     | 30                           | 30                       | 30           | 29            | 28     | 25     | 23     | 23     | 23     | 23     | 23                  | 24           |               |               |
| Drugs and drug sundries.....                             | 4   | 139                      | 45.24.5   | 160                                    | 150                          | 149                      | 147          | 146           | 151    | 151    | 150    | 153    | 150    | 149    | 149                 | 149          |               |               |
| Dry goods.....   | 1   | 73                       | 19.20.9   | 69                                     | 64                           | 66                       | 66           | 66            | 66     | 66     | 67     | 67     | 69     | 69     | 69                  | 69           |               |               |
| Electrical goods.....                                    | 12  | 119                      | 18.13.0   | 104                                    | 90                           | 87                       | 95           | 94            | 97     | 101    | 98     | 110    | 113    | 118    | 120                 | 119          |               |               |
| Farm products—raw materials.....                         | 641   | 1,990                    | 120.5.7   | 1,999                                  | 1,949                        | 1,939                    | 1,939        | 1,937         | 1,972  | 1,622  | 1,626  | 1,646  | 1,644  | 1,620  | 1,620               | 1,624        |               |               |
| Farm products—consumer goods.....                        | 631   | 2,734                    | 654.23.6  | 2,933                                  | 2,827                        | 2,828                    | 2,813        | 2,870         | 2,718  | 2,737  | 2,791  | 2,900  | 2,906  | 2,866  | 2,864               | 2,871        |               |               |
| Farm supplies.....                                       | 40  | 323                      | 30.8.4  | 287                                    | 276                          | 301                      | 282          | 283           | 280    | 277    | 279    | 289    | 285    | 285    | 286                 | 285          |               |               |
| Furniture and house furnishings.....                     | 11  | 47                       | 8.14.0  | 45                                     | 46                           | 46                       | 46           | 46            | 46     | 46     | 47     | 46     | 46     | 47     | 47                  | 47           |               |               |
| General merchandise.....                                 | -   | -                        | -   | 1                                      | 1                            | 1                        | 1            | 1             | 1      | 1      | 1      | 1      | 1      | 1      | 1                   | 1            |               |               |
| Groceries and foods.....                                 | 224   | 2,979                    | 335.11.5  | 2,712                                  | 2,677                        | 2,666                    | 2,628        | 2,630         | 2,643  | 2,683  | 2,689  | 2,708  | 2,711  | 2,702  | 2,684               | 2,684        |               |               |
| Hardware.....  | 2   | 303                      | 59.14.2   | 410                                    | 408                          | 404                      | 393          | 394           | 410    | 409    | 409    | 409    | 418    | 417    | 422                 | 420          |               |               |
| Jewelry and optical goods.....                           | 7   | 41                       | 11.21.3   | 32                                     | 47                           | 46                       | 46           | 47            | 47     | 47     | 46     | 50     | 53     | 51     | 51                  | 51           |               |               |
| Lumber and building materials<br>(other than metal)..... | 22  | 189                      | 11.5.4  | 163                                    | 157                          | 156                      | 156          | 156           | 162    | 166    | 166    | 165    | 167    | 169    | 167                 | 167          |               |               |
| Machinery, equipment, and supplies.....                  | 57  | 658                      | 114.11.7  | 536                                    | 508                          | 504                      | 501          | 520           | 535    | 545    | 539    | 542    | 544    | 544    | 542                 | 543          |               |               |
| Metals (except iron).....                                | 6   | 104                      | 3.2.6   | 96                                     | 91                           | 91                       | 94           | 92            | 95     | 101    | 102    | 101    | 102    | 95     | 94                  | 94           |               |               |
| Paper and its products.....                              | 7   | 91                       | 29.24.0   | 111                                    | 114                          | 115                      | 110          | 111           | 113    | 114    | 116    | 119    | 114    | 111    | 110                 | 111          |               |               |
| Petroleum and its products.....                          | 281   | 2,650                    | 45.1.7  | 2,287                                  | 2,261                        | 2,267                    | 2,402        | 2,502         | 2,462  | 2,502  | 2,547  | 2,563  | 2,622  | 2,616  | 2,589               | 2,581        |               |               |
| Printing and heating equipment and<br>supplies.....      | 3   | 122                      | 34.23.6   | 148                                    | 159                          | 163                      | 139          | 122           | 124    | 133    | 141    | 140    | 156    | 172    | 181                 | 168          |               |               |
| Tobacco and its products<br>(except leaf).....           | 19  | 71                       | 12.14.6   | 78                                     | 72                           | 72                       | 72           | 76            | 76     | 81     | 81     | 81     | 79     | 79     | 80                  | 82           |               |               |
| Waste materials.....                                     | 51  | 124                      | 6.4.9   | 61                                     | 64                           | 64                       | 64           | 64            | 64     | 64     | 64     | 64     | 64     | 64     | 64                  | 64           |               |               |
| All other products.....                                  | 42  | 131                      | 10.7.4  | 113                                    | 92                           | 93                       | 93           | 99            | 106    | 112    | 116    | 129    | 138    | 130    | 126                 | 126          |               |               |

WHOLESALE DISTRIBUTION: 1938

Table 7.—STATES OF KANSAS WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than \$500]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS  | TOTAL                                      |   |  |   |  |   |  |   |  |   | Under \$10,000                             |   |  |   |  | \$10,000 to \$49,999                              |  |   |  |   | \$50,000 to \$99,999                       |   |  |   |  | \$100,000 to \$199,999                            |  |   |  |   | \$200,000 to \$499,999                     |   |  |   |   | \$500,000 to \$999,999 |   |   |   |  | \$1,000,000 AND OVER |  |  |  |  |
|--|--|---|--|---|--|---|--|---|--|---|--|---|--|---|--|---|--|---|--|---|--|---|--|---|--|---|--|---|--|---|--|---|--|---|---|------------------------|---|---|---|--|----------------------|--|--|--|--|
|  | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>employ-<br>ees<br>(aver-<br>age) |   |                        |   |   |   |  |                      |  |  |  |  |
| <b>WHOLESALE MERCHANTS</b>   | 865  | 5,628   | 14.0                                       | 215   | 174  | 24.7  | 526  | 642   | 23.0                                       | 136   | 779  | 21.9  | 64   | 719   | 11.0                                       | 72  | 1,269                                      | 13.0  | 54   | 1,294   | 15.9                                       | 19  | 1,037                                      | 5.4   |  |   |  |   |  |   |  |   |  |   |   |                        |   |   |   |  |                      |  |  |  |  |
| Ammoniacs and sporting goods   | 0  | 5   | 21.1                                       | 3   | 1  | 14.3  | 3  | 4   | 21.9                                       | 1   | 3  | 30.0  | 6  | 122   | 25.9                                       | 2   | 69   | 18.9  |  |   |  |   |  |   |  |   |  |   |  |   |  |   |  |   |   |                        |   |   |   |  |                      |  |  |  |  |
| Chemicals and drugs  | 66   | 478   | 9.2  | 5   | 1  | 18.0  | 42   | 16  | 38.5                                       | 11  | 16   | 15.0  | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — | — |  |                      |  |  |  |  |
| Clothing and furnishings   | 2  | 4   | (X)  | 1   | —  | —   | —  | —   | —  | 2   | 4  | (X)   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| Food and drug sundries   | 3  | 17  | 6.7  | 1   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| Toy goods  | 4  | 89  | 19.6                                       | 1   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — |   |   |  |                      |  |  |  |  |
| Alcohol and liquors  | 21   | 104   | 22.7                                       | 2   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — |   |   |  |                      |  |  |  |  |
| Hardware and iron supplies   | 157  | 1,292   | 15.3                                       | 27  | 17   | 12.5  | 84   | 18  | 9.6  | 8   | 11   | 9.9   | 15   | 18  | 6.5  | 2   | 5  | 7.1   | 3  | 13  | 5.2  | 6   | 73   | 8.0   |  |   |  |   |  |   |  |   |  |   |   |                        |   |   |   |  |                      |  |  |  |  |
| Farm products—consumer goods   | 37   | 261   | 21.7                                       | 4   | 4  | 25.0  | 10   | 24  | 23.2                                       | 13  | 37   | 12.9  | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| Farm supplies  | 11   | 42  | 25.0                                       | 3   | 2  | 43.8  | 3  | 2   | 19.6                                       | —   | —  | —   | 1  | 9   | 23.5                                       | 1   | 26   | 25.6  | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| Furniture and home furnishings   | 37   | 62  | 25.0                                       | 63  | 48   | 31.5  | 68   | 101   | 13.7                                       | 20  | 116  | 13.9  | 11   | 96  | 10.9                                       | 68  | 487  | 10.3  | 16   | 523   | 10.6                                       | 7   | 435  | 11.3  |  |   |  |   |  |   |  |   |  |   |   |                        |   |   |   |  |                      |  |  |  |  |
| Furniture and foods (except farm products)   | 311  | 1,410   | 13.5                                       | 63  | 48   | 31.5  | 68   | 101   | 13.7                                       | 20  | 116  | 13.9  | 11   | 96  | 10.9                                       | 68  | 487  | 10.3  | 16   | 523   | 10.6                                       | 7   | 435  | 11.3  |  |   |  |   |  |   |  |   |  |   |   |                        |   |   |   |  |                      |  |  |  |  |
| Hardware and iron supplies   | 8  | 26  | 41.8                                       | 4   | 5  | 40.7  | 4  | 21  | 42.0                                       | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — |   |   |  |                      |  |  |  |  |
| Lumber and building materials (other than machinery, equipment and supplies (except electrical)) | 26   | 135   | 22.5                                       | 2   | 1  | 46.0  | 11   | 22  | 24.4                                       | 6   | 19   | 25.2  | 5  | 64  | 22.7                                       | 2   | 59   | 13.5  | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| Machinery, equipment and supplies (except electrical)  | 68   | 376   | 21.1                                       | 14  | 21   | 50.0  | 39   | 101   | 37.9                                       | 12  | 69   | 39.6  | 11   | 66  | 15.9                                       | 6   | 56   | 10.1  | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| Meat and poultry   | 3  | 62  | 13.5                                       | 2   | 2  | 60.0  | 1  | 2   | 10.4                                       | 4   | 19   | 13.7  | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| Paper and printing   | 8  | 68  | 19.0                                       | 6   | 4  | 31.0  | 15   | 45  | 29.1                                       | 5   | 25   | 20.1  | 2  | 22  | 22.5                                       | 3   | 54   | 24.6  | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| Petroleum and its products   | 26   | 83  | 19.0                                       | 6   | 4  | 31.0  | 15   | 45  | 29.1                                       | 5   | 25   | 20.1  | 2  | 22  | 22.5                                       | 3   | 54   | 24.6  | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| Plumbing and heating equipment & supplies  | 77   | 39  | 24.4                                       | 1   | 2  | 100.0   | 3  | 1   | 16.7                                       | 1   | 4  | 16.7  | 2  | 23  | 24.0                                       | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| Printing and publishing (except book)  | 49   | 90  | 24.9                                       | 2   | 2  | 27.8  | 5  | 9   | 11.7                                       | 4   | 13   | 7.7   | 4  | 11  | 6.6  | 2   | 7  | 4.0   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| Textiles and apparel   | 25   | 75  | 14.9                                       | 15  | 15   | 43.4  | 13   | 24  | 17.7                                       | 11  | 38   | 27.3  | 4  | 3   | 3.3  | 1   | 5  | 40.0  | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| All other products   | 33   | 73  | 21.4                                       | 12  | 15   | 43.4  | 13   | 24  | 17.7                                       | 11  | 38   | 27.3  | 4  | 3   | 3.3  | 1   | 5  | 40.0  | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — |   |   |  |                      |  |  |  |  |
| <b>MANUFACTURERS' SALES BRANCHES</b>   | 147  | 1,927   | 19.2                                       | 21  | 25   | 31.5  | 64   | 102   | 31.2                                       | 21  | 115  | 37.0  | 15   | 126   | 37.3                                       | 15  | 313  | 17.9  | 4  | 164   | 40.1                                       | 6   | 433  | 18.4  |  |   |  |   |  |   |  |   |  |   |   |                        |   |   |   |  |                      |  |  |  |  |
| Automotive products  | 4  | 59  | 22.6                                       | 1   | 2  | 55.6  | 1  | 1   | 20.0                                       | 2   | 24   | 40.3  | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| Farm products and foods (except farm products)   | 15   | 62  | 14.1                                       | 5   | 4  | 39.6  | 15   | 6   | 27.2                                       | 5   | 13   | 11.7  | 7  | 14  | 10.9                                       | 5   | 23   | 6.4   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| Machinery and optical goods  | 41   | 62  | 14.1                                       | 5   | 4  | 39.6  | 15   | 6   | 27.2                                       | 5   | 13   | 11.7  | 7  | 14  | 10.9                                       | 5   | 23   | 6.4   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — |   |   |  |                      |  |  |  |  |
| Machinery, equipment and supplies (except electrical)  | 4  | 26  | 29.6                                       | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| Petroleum and its products   | 68   | 445   | 30.5                                       | 12  | 15   | 60.8  | 24   | 59  | 32.5                                       | 11  | 64   | 31.7  | 3  | 44  | 30.1                                       | 7   | 211  | 22.6  | 1  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| Plumbing and heating equipment & supplies  | 19   | 3   | 88   | 27.9  | 1  | 50.0  | 16   | 41  | 27.0                                       | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |
| All other kinds of business  | 4  | 21  | 16.2                                       | 1   | 2  | 64.7  | 1  | 4   | 25.5                                       | 1   | 2  | 10.0  | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | —  | —   | — | —                      | — | — |   |  |                      |  |  |  |  |



## WHOLESALE DISTRIBUTION: 1933

15-50-4  
Census of  
American  
Business

Table 1.—STATE OF ARKANSAS SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT     | NUMBER OF<br>ESTABLISH-<br>MENTS |       | NET SALES |           | TOTAL EXPENSES |                     |      | Full-<br>time<br>employees<br>(average) | PAY ROLL |               |                             | Stocks<br>on<br>hand<br>(end<br>of<br>year) |
|---|----------------------------------|-------|-----------|-----------|----------------|---------------------|------|---|----------|---------------|-----------------------------|---|
|   | 1933                             | 1929  | 1933      | 1929      | Amount         | Percent<br>of sales |      |   | Total    | Part-<br>time | Per-<br>cent<br>of<br>sales |   |
|   |                                  |       |           |           |                | 1933                | 1929 |   |          |               |                             |   |
| <b>THE STATE</b>                            | 1,294                            | 2,052 | \$121,504 | \$373,074 | \$16,969       | 14.0                | 6.9  | 6,118                                   | \$7,787  | 6.4           | \$281                       | \$15,896                                    |
| <b>Wholesalers proper</b>                   | 536                              | 570   | 70,222    | 179,650   | 9,608          | 13.7                | 9.8  | 4,023                                   | 4,632    | 6.5           | 182                         | 11,673                                      |
| Wholesale merchants                         | 522                              | 562   | 68,229    | 174,699   | 9,496          | 13.9                | 9.9  | 3,985                                   | 4,566    | 6.7           | 181                         | 11,611                                      |
| Exporters                                   | -                                | 5     | -         | 4,730     | -              | -                   | 4.0  | -                                       | -        | -             | -                           | -   |
| Limited function wholesalers                | 14                               | 3     | 1,993     | 221       | 112            | 5.6                 | 10.0 | 36                                      | 46       | 2.3           | 1                           | 62  |
| <b>Manufacturers' sales branches</b>        | 67                               | 59    | 8,657     | 22,975    | 1,354          | 15.6                | 9.4  | 435                                     | 624      | 7.2           | 15                          | 852   |
| With stocks                                 | 57                               | -     | 6,373     | -         | 1,194          | 16.7                | -    | 372                                     | 536      | 8.4           | 13                          | 852   |
| Without stocks                              | 10                               | -     | 2,284     | -         | 160            | 7.0                 | -    | 43                                      | 88       | 3.9           | -                           | -   |
| <b>Agents and brokers</b>                   | 37                               | 83    | 11,885    | 45,861    | 378            | 3.2                 | 1.8  | 90                                      | 136      | 1.1           | 17                          | 166   |
| Brokers                                     | 19                               | 49    | 4,459     | 32,410    | 94             | 2.1                 | 1.2  | 28                                      | 45       | 1.0           | 8                           | 10  |
| Commission merchants                        | 9                                | 17    | 1,164     | 9,262     | 23             | 2.0                 | 1.2  | 14                                      | 14       | 1.2           | 1                           | 4   |
| Manufacturers' agents                       | 5                                | 8     | 491       | 2,161     | 35             | 7.1                 | 5.9  | 17                                      | 22       | 4.5           | -                           | 2   |
| Other agents                                | 4                                | 9     | 5,771     | 2,028     | 226            | 3.9                 | 8.7  | 31                                      | 55       | 1.0           | 6                           | 152   |
| <b>All other types</b>                      | 654                              | 1,340 | 30,740    | 124,520   | 5,629          | 18.3                | 4.3  | 1,590                                   | 2,395    | 7.6           | 69                          | 3,203                                       |
| Bulk tank stations                          | 512                              | 277   | 16,021    | 9,859     | 4,493          | 28.0                | 20.8 | 1,181                                   | 1,921    | 12.0          | 57                          | 1,398                                       |
| Chain store warehouses                      | 2                                | 7     | (X)       | 6,564     | (X)            | -                   | 7.2  | (X)                                     | (X)      | (X)           | (X)                         | (X)   |
| Assemblers and country buyers <sup>1/</sup> | 122                              | 995   | 9,485     | 98,895    | 478            | 5.0                 | 2.6  | 189                                     | 222      | 2.5           | 11                          | 861   |
| Cooperative marketing<br>associations       | 3                                | 49    | (X)       | 8,776     | (X)            | (X)                 | 1.9  | (X)                                     | (X)      | (X)           | (X)                         | (X)   |
| Cream stations <sup>2/</sup>                | 15                               | -     | 27        | -         | 3              | 11.1                | -    | 1                                       | 1        | 5.7           | 1                           | -   |
| Other types                                 | -                                | 12    | -         | 496       | -              | -                   | 10.1 | -                                       | -        | -             | -                           | -   |

<sup>1/</sup> The decrease was due primarily to loss of assemblers and country buyers of cotton and live stock.<sup>2/</sup> Cream stations were not included for the most part in 1929 data.

## WHOLESALE DISTRIBUTION: 1933

Census of  
American  
Business

TABLE 2A. - STATE OF ARKANSAS

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS

FOR STATES AND SELECTED CITIES

| Kind of Business   | Total        | Mfg. ests. branches |             |                | Kind of Business | Total    | Mfg. ests. branches |                     |             |
|--|--------------|---------------------|-------------|----------------|------------------|----------|---------------------|---------------------|-------------|
|  |              | Wholesale merchants | With stocks | Without stocks |                  |          | All other types /   | Wholesale merchants | With stocks |
| <b>Total</b>   | <b>1,294</b> | <b>582</b>          | <b>57</b>   | <b>10</b>      | <b>705</b>       | <b>1</b> | <b>1</b>            | <b>-</b>            | <b>-</b>    |
| Amusement and sporting goods                                       | 3            | 3                   | -           | -              | -                | 1        | 1                   | -                   | -           |
| Moving picture films   | 1            | 1                   | -           | -              | -                | 1        | 1                   | -                   | -           |
| Sporting goods (general line)                                      | 2            | 2                   | -           | -              | -                | 37       | 33                  | -                   | 4           |
| Automotive products  | 36           | 32                  | 1           | 1              | -                | 5        | 5                   | -                   | -           |
| Automobiles and other motor vehicles                               | 3            | 2                   | 1           | -              | -                | 27       | 20                  | 7                   | -           |
| Automotive eqpt., accessories and parts                            | 27           | 27                  | -           | -              | -                | 127      | 95                  | 18                  | 13          |
| Tires and tubes  | 4            | 3                   | -           | 1              | -                | 7        | 7                   | -                   | -           |
| Chemicals  | 3            | 2                   | -           | -              | 1                | 6        | 6                   | -                   | -           |
| Industrial chemicals   | 1            | 1                   | -           | -              | -                | 1        | 1                   | -                   | -           |
| Paints and varnishes   | 1            | 1                   | -           | -              | -                | 4        | 1                   | 2                   | 1           |
| All other  | 1            | -                   | -           | 1              | -                |          |                     |                     |             |
| Clothing and furnishings   | 6            | 6                   | -           | -              | -                | 20       | 18                  | 1                   | 1           |
| Clothing and furnishings (general line)                            | 1            | 1                   | -           | -              | -                | 8        | 7                   | -                   | 1           |
| Clothing, men's and boys'  | 1            | 1                   | -           | -              | -                | 1        | 1                   | -                   | -           |
| Furnishings (general line)   | 1            | 1                   | -           | -              | -                | 2        | 1                   | 1                   | -           |
| Furnishings, men's and boys'                                       | 2            | 2                   | -           | -              | -                | 9        | 9                   | -                   | -           |
| Shoes and other footwear   | 1            | 1                   | -           | -              | -                |          |                     |                     |             |
| Coal   | 4            | 2                   | -           | 1              | 1                | 38       | 22                  | 12                  | 1           |
| Drugs and drug sundries  | 5            | 5                   | -           | -              | -                | 5        | 5                   | -                   | -           |
| Drugs (general line)   | 3            | 3                   | -           | -              | -                | 6        | 1                   | 4                   | 1           |
| Patent medicines   | 1            | 1                   | -           | -              | -                |          |                     |                     |             |
| All other  | 1            | 1                   | -           | -              | -                | 22       | 17                  | 3                   | 1           |
| Dry goods  | 12           | 11                  | 1           | -              | -                | 1        | 1                   | -                   | -           |
| Dry goods (general line)   | 10           | 10                  | -           | -              | -                | 15       | 11                  | 3                   | 1           |
| Notions  | 1            | 1                   | -           | -              | -                | 6        | 5                   | -                   | 1           |
| Piece goods  | 1            | 1                   | -           | -              | -                | 5        | 4                   | -                   | 1           |
| Electrical goods (electrical appliances<br>equipment and supplies) | 4            | 3                   | -           | 1              | -                | 5        | 4                   | -                   | 1           |
| Farm products-raw materials  | 82           | 14                  | -           | -              | 68               | 1        | 1                   | -                   | -           |
| Cotton   | 57           | 7                   | -           | -              | 50               | 2        | 1                   | -                   | -           |
| Grain  | 4            | 1                   | -           | -              | 3                | 1        | 1                   | -                   | -           |
| Hides, skins and furs (raw)  | 7            | 3                   | -           | -              | 5                | 1        | 1                   | -                   | -           |
| Horses and mules   | 6            | 3                   | -           | -              | 3                | 4        | 4                   | -                   | -           |
| Livestock  | 3            | -                   | -           | -              | 3                | 530      | 6                   | 6                   | 518         |
| All other  | 5            | 1                   | -           | -              | 4                |          |                     |                     |             |
| Farm products-consumer goods                                       | 151          | 45                  | 2           | -              | 94               | 6        | 3                   | 3                   | -           |
| Dairy products (general line)                                      | 9            | 7                   | 1           | -              | 1                | 1        | 1                   | -                   | -           |
| Butter   | 1            | 1                   | -           | -              | -                | 4        | 1                   | 3                   | -           |
| Cheese   | 2            | -                   | -           | -              | 2                | 1        | 1                   | -                   | -           |
| Milk and cream   | 18           | -                   | -           | -              | 18               |          |                     |                     |             |
| All other dairy products   | 6            | 5                   | 1           | -              | -                | 3        | 3                   | -                   | -           |
| Poultry and poultry products                                       | 29           | 7                   | -           | -              | 22               | 9        | 9                   | -                   | -           |
| Dairy and poultry products   | 40           | 6                   | -           | -              | 34               | 1        | 1                   | -                   | -           |
| Fruits and vegetable (fresh)                                       | 26           | 19                  | -           | -              | 7                | 2        | 5                   | -                   | 3           |
| Farm supplies  | 23           | 18                  | 3           | 1              | 1                | 38       | 35                  | -                   | 3           |
| Feed   | 19           | 17                  | -           | -              | 1                | 2        | 1                   | -                   | 1           |
| Fertilizer   | 4            | -                   | 3           | 1              | -                | 14       | 14                  | -                   | -           |
| Seeds  | 1            | 1                   | -           | -              | -                | 1        | -                   | -                   | -           |
| Furniture and house furnishings                                    | 4            | 3                   | -           | -              | 1                | 2        | 1                   | -                   | 1           |
| China, glassware and crockery                                      | 1            | -                   | -           | -              | 1                | 1        | 1                   | -                   | -           |
| Furniture  | 1            | 1                   | -           | -              | -                | 2        | 2                   | -                   | -           |
| House furnishings (except floor coverings)                         | 2            | 2                   | -           | -              | -                | 2        | 2                   | -                   | -           |
| General merchandise  | 1            | 1                   | -           | -              | -                | 13       | 13                  | -                   | -           |
| Groceries and foods (except farm products)                         | 311          | 262                 | 25          | 1              | 25               | 3        | 3                   | -                   | -           |
| Groceries (general line)   | 115          | 109                 | -           | -              | 6                |          |                     |                     |             |
| Confectionery and soft drinks                                      | 37           | 33                  | -           | -              | 4                |          |                     |                     |             |
| Fish and sea foods   | 5            | 5                   | -           | -              | -                |          |                     |                     |             |
| Meats and meat products  | 27           | 20                  | 7           | -              | -                |          |                     |                     |             |
| Other food and grocery specialties                                 | 127          | 95                  | 18          | 1              | 13               |          |                     |                     |             |
| Hardware   | 7            | 7                   | -           | -              | -                |          |                     |                     |             |
| Hardware (general line)  | 6            | 6                   | -           | -              | -                |          |                     |                     |             |
| Hardware (specialty lines)   | 1            | 1                   | -           | -              | -                |          |                     |                     |             |
| Jewelry and optical goods (optical goods)                          | 4            | 1                   | 2           | 1              | -                |          |                     |                     |             |
| Lumber and building materials (other<br>than metal)                | 20           | 18                  | 1           | -              | 1                |          |                     |                     |             |
| Lumber and millwork  | 8            | 7                   | -           | -              | 1                |          |                     |                     |             |
| Brick and tile   | 1            | 1                   | -           | -              | -                |          |                     |                     |             |
| Glass  | 2            | 1                   | 1           | -              | -                |          |                     |                     |             |
| All other  | 9            | 9                   | -           | -              | -                |          |                     |                     |             |
| Machinery, equipment and supplies<br>(except electrical)           | 38           | 22                  | 12          | 1              | 3                |          |                     |                     |             |
| Commercial machinery, eqpt. & supplies                             | 5            | -                   | 5           | -              | -                |          |                     |                     |             |
| Farm and dairy machinery and eqpt.                                 | 6            | 1                   | 4           | -              | 1                |          |                     |                     |             |
| Industrial machinery, eqpt. & supplies                             | 22           | 17                  | 3           | 1              | 1                |          |                     |                     |             |
| Battle and battle equipment  | 1            | 1                   | -           | -              | -                |          |                     |                     |             |
| Oil and mine supplies (general line)                               | 15           | 11                  | 3           | 1              | -                |          |                     |                     |             |
| All other  | 6            | 5                   | -           | -              | 1                |          |                     |                     |             |
| Service equipment and supplies                                     | 5            | 4                   | -           | -              | 1                |          |                     |                     |             |
| Barber & beauty parlor eqpt. & supplies                            | 4            | 4                   | -           | -              | 1                |          |                     |                     |             |
| All other  | 1            | -                   | -           | -              | -                |          |                     |                     |             |
| Metals (except scrap)  | 2            | 1                   | 1           | -              | -                |          |                     |                     |             |
| Sheet metal products   | 1            | -                   | 1           | -              | -                |          |                     |                     |             |
| Other metal and metal works  | 1            | 1                   | -           | -              | -                |          |                     |                     |             |
| Paper and its products   | 4            | 4                   | -           | -              | -                |          |                     |                     |             |
| Petroleum and its products   | 530          | 6                   | 6           | -              | 518              |          |                     |                     |             |
| Plumbing and heating eqpt. & supplies                              | 6            | 3                   | 3           | -              | -                |          |                     |                     |             |
| Pipe, valves and fittings  | 1            | 1                   | -           | -              | -                |          |                     |                     |             |
| Plumbing & heating eqpt. (general line)                            | 4            | 1                   | 3           | -              | -                |          |                     |                     |             |
| Stoves and ranges  | 1            | 1                   | -           | -              | -                |          |                     |                     |             |
| Tobacco and its products (except leaf)                             | 2            | 5                   | -           | -              | 3                |          |                     |                     |             |
| Waste materials  | 13           | 13                  | -           | -              | -                |          |                     |                     |             |
| Iron and steel scrap   | 3            | 3                   | -           | -              | -                |          |                     |                     |             |
| Junk and scrap (general line)                                      | 9            | 9                   | -           | -              | -                |          |                     |                     |             |
| Waste paper, rags and rubber                                       | 1            | 1                   | -           | -              | -                |          |                     |                     |             |
| All other products   | 38           | 35                  | -           | -              | 3                |          |                     |                     |             |
| Base and bagging   | 2            | 1                   | -           | -              | 1                |          |                     |                     |             |
| Beer   | 14           | 14                  | -           | -              | -                |          |                     |                     |             |
| Flowers and nursery stock  | 1            | -                   | -           | -              | 1                |          |                     |                     |             |
| Forest products (except lumber)                                    | 2            | 1                   | -           | -              | 1                |          |                     |                     |             |
| Leather  | 1            | 1                   | -           | -              | -                |          |                     |                     |             |
| Leather goods  | 1            | 1                   | -           | -              | -                |          |                     |                     |             |
| News-papers and magazines  | 2            | 2                   | -           | -              | -                |          |                     |                     |             |
| Oils and greases (animal & vegetable)                              | 2            | 2                   | -           | -              | -                |          |                     |                     |             |
| Miscellaneous kinds of business                                    | 13           | 13                  | -           | -              | -                |          |                     |                     |             |

## WHOLESALE DISTRIBUTION: 1933

Census of American Business  
 TABLE 2A. - STATE OF ARKANSAS  
 NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)  
 FOR STATES AND SELECTED CITIES

| Type of Establishment | Type of Establishment |
|-----------------------|-----------------------|
| Kind of Business      | Kind of Business      |

1/ The 705 "all other types" consists of the following:

|  |    |   |     |
|--|----|---|-----|
| Limited function wholesalers                       | 14 | Manufacturers' agents                               | 5   |
| Coal   | 1  | China, glassware and crockery                       | 1   |
| Dairy products (general line)                      | 1  | Other industrial machinery, equipment and supplies  | 1   |
| All other dairy products                           | 1  | Other service equipment and supplies                | 1   |
| Groceries (general line)                           | 2  | Bags and burlap                                     | 1   |
| Confectionery and soft drinks                      | 4  | Forest products (except lumber)                     | 1   |
| Other food and grocery specialties                 | 2  | Selling agents (other food and grocery specialties) | 2   |
| Lumber and millwork                                | 1  | Bulk tank stations (petroleum)                      | 512 |
| Tobacco and its products (except leaf)             | 1  | Chain store warehouses (groceries) (general line)   | 2   |
| Flowers and nursery stock                          | 1  | Assemblers and country buyers                       | 122 |
| Brokers  | 19 | Cotton  | 40  |
| Cotton   | 6  | Grain   | 1   |
| Feed   | 1  | Hides, skins, and furs (raw)                        | 5   |
| Groceries (general line)                           | 2  | Horses and mules                                    | 2   |
| Other food and grocery specialties                 | 8  | Livestock   | 3   |
| Petroleum and its products                         | 2  | Other farm products-raw materials                   | 4   |
| Commission merchants                               | 9  | Dairy products (general line)                       | 1   |
| Other chemicals                                    | 1  | Milk and cream                                      | 5   |
| Cotton   | 2  | Poultry and poultry products                        | 22  |
| Horses and mules                                   | 1  | Dairy and poultry products                          | 34  |
| Farm and dairy machinery and equipment             | 1  | Fruits and vegetables (fresh)                       | 6   |
| Petroleum and its products                         | 4  | Other food and grocery specialties                  | 1   |
| Export agents (other food and grocery specialties) | 2  | Cooperative marketing associations                  | 3   |
|  |    | Grain   | 2   |
|  |    | Fruits and vegetables (fresh)                       | 1   |
|  |    | Cream stations (milk and cream)                     | 15  |

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Table 2B.—STATE OF ARKANSAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS         | Number of estab-<br>lish-<br>ments | Net sales        | TOTAL EXPENSES  |                             | Full-time<br>employees<br>(average) | PAY ROLL       |               | Stocks on<br>hand (end<br>of year) |
|---|------------------------------------|------------------|-----------------|-----------------------------|-------------------------------------|----------------|---------------|------------------------------------|
|   |                                    |                  | Amount          | Per-<br>cent<br>of<br>sales |                                     | Total          | Part-<br>time |                                    |
| <b>THE STATE</b>  | <b>1,294</b>                       | <b>\$121,504</b> | <b>\$16,959</b> | <b>14.0</b>                 | <b>6,118</b>                        | <b>\$7,787</b> | <b>\$281</b>  | <b>15,896</b>                      |
| Wholesalers proper  | 556                                | 70,222           | 9,608           | 13.7                        | 4,023                               | 4,632          | 182           | 11,673                             |
| Manufacturers' sales branches                                       | 67                                 | 8,657            | 1,364           | 15.6                        | 416                                 | 624            | 13            | 852                                |
| Agents and brokers  | 37                                 | 11,985           | 378             | 3.2                         | 90                                  | 136            | 17            | 166                                |
| All other types   | 654                                | 30,740           | 5,629           | 18.3                        | 1,590                               | 2,395          | 69            | 3,203                              |
| <b>WHOLESALE PROPER</b>   |                                    |                  |                 |                             |                                     |                |               |                                    |
| Amusement and sporting goods  | 3                                  | 358              | 54              | 15.1                        | 21                                  | 26             | -             | 108                                |
| Automotive products   | 32                                 | 1,679            | 431             | 25.7                        | 208                                 | 238            | -             | 474                                |
| Automotive eq't., accessories and parts                             | 27                                 | 1,232            | 349             | 28.3                        | 164                                 | 193            | -             | 429                                |
| All other   | 5                                  | 387              | 82              | 21.2                        | 44                                  | 45             | -             | 45                                 |
| Clothing and furnishings  | 6                                  | 377              | 52              | 13.8                        | 18                                  | 21             | 2             | 114                                |
| Coal  | 3                                  | 265              | 16              | 6.0                         | 6                                   | 13             | -             | -                                  |
| Drugs and drug sundries   | 6                                  | 2,204            | 398             | 18.1                        | 136                                 | 208            | -             | 562                                |
| Dry goods   | 11                                 | 2,762            | 529             | 19.2                        | 133                                 | 234            | 23            | 509                                |
| Electrical goods (electrical appliances,<br>equipment and supplies) | 3                                  | 317              | 74              | 23.5                        | 21                                  | 30             | -             | 52                                 |
| Farm products—raw materials   | 14                                 | 2,656            | 69              | 2.6                         | 15                                  | 27             | 5             | 265                                |
| Cotton  | 7                                  | 1,728            | 34              | 2.0                         | 7                                   | 16             | -             | 216                                |
| Horses and mules  | 3                                  | 103              | 10              | 9.7                         | 4                                   | 3              | 1             | 11                                 |
| All other   | 4                                  | 805              | 25              | 3.1                         | 4                                   | 8              | 4             | 37                                 |
| Farm products—consumer goods  | 47                                 | 3,142            | 625             | 19.9                        | 391                                 | 295            | 10            | 158                                |
| Dairy products (general line)                                       | 7                                  | 632              | 268             | 42.4                        | 122                                 | 107            | 4             | 36                                 |
| All other dairy products  | 5                                  | 32               | 16              | 5.0                         | 5                                   | 7              | -             | -                                  |
| Poultry and poultry products  | 7                                  | 135              | 21              | 15.5                        | 10                                  | 9              | 1             | 2                                  |
| Dairy and poultry products  | 6                                  | 369              | 79              | 21.4                        | 127                                 | 56             | -             | 41                                 |
| Fruits and vegetables (fresh)                                       | 19                                 | 1,867            | 229             | 12.3                        | 123                                 | 110            | 4             | 75                                 |
| All other   | 3                                  | 117              | 12              | 10.3                        | 4                                   | 7              | 1             | 4                                  |
| Farm supplies   | 18                                 | 1,329            | 157             | 11.8                        | 63                                  | 86             | 10            | 347                                |
| Furniture and house furnishings                                     | 3                                  | 351              | 99              | 28.0                        | 33                                  | 48             | 1             | 134                                |
| Groceries and foods (except farm products)                          | 270                                | 44,407           | 4,913           | 11.1                        | 2,067                               | 2,371          | 73            | 6,098                              |
| Groceries (general line)  | 111                                | 28,917           | 2,863           | 9.9                         | 1,255                               | 1,463          | 22            | 4,420                              |
| Confectionery and soft drinks                                       | 37                                 | 2,157            | 478             | 22.1                        | 161                                 | 210            | 20            | 139                                |
| Fish and sea foods  | 5                                  | 76               | 9               | 11.7                        | 6                                   | 6              | -             | 4                                  |
| Meats and meat products   | 20                                 | 1,308            | 228             | 17.4                        | 109                                 | 132            | 3             | 52                                 |
| Other food and grocery specialties                                  | 97                                 | 11,949           | 1,335           | 11.2                        | 536                                 | 560            | 33            | 1,473                              |
| Hardware  | 7                                  | 2,382            | 504             | 21.2                        | 187                                 | 272            | 2             | 758                                |
| Lumber and building materials (other<br>than metal)                 | 19                                 | 2,913            | 528             | 18.1                        | 252                                 | 261            | 32            | 829                                |
| Lumber and mill work  | 8                                  | 1,063            | 152             | 14.3                        | 103                                 | 82             | 8             | 153                                |
| All other   | 11                                 | 1,850            | 376             | 20.3                        | 149                                 | 179            | 24            | 676                                |
| Machinery, eq't., and supplies (except<br>electrical)               | 22                                 | 1,463            | 332             | 22.7                        | 125                                 | 159            | 7             | 523                                |
| Industrial machinery, eq't., & supplies                             | 17                                 | 1,191            | 275             | 23.1                        | 101                                 | 126            | 6             | 414                                |
| Mill and mine supplies (general line)                               | 11                                 | 1,045            | 243             | 23.2                        | 81                                  | 104            | 6             | 392                                |
| All other   | 6                                  | 146              | 32              | 22.0                        | 20                                  | 24             | -             | 22                                 |
| All other machinery, eq't., & supplies                              | 5                                  | 272              | 57              | 20.9                        | 24                                  | 31             | 1             | 109                                |
| Paper and its products  | 4                                  | 501              | 108             | 21.6                        | 38                                  | 51             | 2             | 102                                |
| Petrols and its products  | 3                                  | 237              | 45              | 19.0                        | 20                                  | 22             | -             | 10                                 |
| Plumbing and heating equipment and supplies                         | 3                                  | 102              | 38              | 37.3                        | 12                                  | 17             | -             | 45                                 |
| Tobacco and its products (except leaf)                              | 6                                  | 507              | 36              | 7.1                         | 23                                  | 27             | 1             | 48                                 |
| Waste materials   | 13                                 | 317              | 75              | 23.7                        | 56                                  | 42             | 3             | 70                                 |
| Junk and scrap (general line)                                       | 9                                  | 265              | 66              | 24.9                        | 51                                  | 37             | 3             | 62                                 |
| All other   | 4                                  | 52               | 9               | 17.3                        | 5                                   | 5              | -             | 8                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF ARKANSAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                        | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Percent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALESALES PROPER (continued)</b>                    |                                       |           |                |                        |                                     |          |               |                                    |
| All other kinds of business                                 | 41                                    | 1,943     | 525            | 27.0                   | 209                                 | 173      | 6             | 476                                |
| Beer  | 14                                    | 237       | 34             | 12                     | 12                                  | 11       | -             | 17                                 |
| Miscellaneous   | 27                                    | 1,706     | 491            | 197                    | 197                                 | 162      | 6             | 459                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                        |                                     |          |               |                                    |
| <b>WITH STOCKS</b>  |                                       |           |                |                        |                                     |          |               |                                    |
| Farm supplies   | 57                                    | 6,373     | 1,194          | 18.7                   | 372                                 | 536      | 13            | 652                                |
| Groceries and foods (except farm products)                  | 25                                    | 16        | 3              | 18.6                   | 3                                   | 2        | -             | 1                                  |
| Machinery, exp't. and supplies (except electrical)          | 25                                    | 4,025     | 645            | 16.0                   | 206                                 | 276      | 9             | 216                                |
| Petroleum and its products                                  | 12                                    | 898       | 206            | 22.9                   | 74                                  | 101      | 3             | 422                                |
| Plumbing and heating equipment and supplies                 | 6                                     | 303       | 122            | 40.3                   | 17                                  | 61       | -             | 41                                 |
| All other kinds of business                                 | 3                                     | 326       | 94             | 28.8                   | 23                                  | 32       | 1             | 57                                 |
|   | 8                                     | 805       | 124            | 15.4                   | 49                                  | 64       | -             | 116                                |
| <b>WITHOUT STOCKS</b>                                       |                                       |           |                |                        |                                     |          |               |                                    |
| Tobacco and its products (except leaf)                      | 10                                    | 2,294     | 160            | 7.0                    | 45                                  | 88       | -             | -                                  |
| All other kinds of business                                 | 3                                     | 1,513     | 67             | 4.4                    | 19                                  | 37       | -             | -                                  |
|   | 7                                     | 771       | 95             | 12.1                   | 24                                  | 51       | -             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                        |                                     |          |               |                                    |
| <b>RECEIVERS</b>  |                                       |           |                |                        |                                     |          |               |                                    |
| Farm products—raw materials                                 | 12                                    | 4,459     | 94             | 2.1                    | 28                                  | 45       | 8             | 10                                 |
| Groceries and foods (except farm products)                  | 6                                     | 212       | 31             | 14.6                   | 5                                   | 14       | 7             | 8                                  |
| All other kinds of business                                 | 10                                    | 4,035     | 46             | 1.1                    | 18                                  | 28       | 1             | -                                  |
|   | 3                                     | 212       | 17             | 8.0                    | 4                                   | 8        | -             | 2                                  |
| <b>COMMISSION MERCHANTS</b>                                 |                                       |           |                |                        |                                     |          |               |                                    |
| Farm products—raw materials                                 | 9                                     | 1,164     | 23             | 2.0                    | 14                                  | 14       | 1             | 4                                  |
| All other kinds of business                                 | 3                                     | 975       | 12             | 1.2                    | 9                                   | 7        | 1             | 2                                  |
|   | 6                                     | 189       | 11             | 5.8                    | 5                                   | 7        | -             | 2                                  |
| <b>MANUFACTURERS' AGENTS</b>                                |                                       |           |                |                        |                                     |          |               |                                    |
| OTHER AGENTS  | 5                                     | 491       | 35             | 7.1                    | 17                                  | 22       | -             | 2                                  |
|   | 4                                     | 5,771     | 226            | 3.9                    | 31                                  | 55       | 6             | 158                                |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                        |                                     |          |               |                                    |
| <b>BULK TANK STATIONS (petroleum)</b>                       |                                       |           |                |                        |                                     |          |               |                                    |
|   | 512                                   | 16,021    | 4,493          | 28.0                   | 1,161                               | 1,321    | 57            | 1,599                              |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                        |                                       |           |                |                        |                                     |          |               |                                    |
| Farm products—raw materials                                 | 122                                   | 9,485     | 479            | 5.0                    | 189                                 | 232      | 11            | 381                                |
| Farm products—consumer goods                                | 65                                    | 6,643     | 306            | 4.5                    | 110                                 | 145      | 4             | 649                                |
|   | 67                                    | 2,642     | 172            | 6.5                    | 79                                  | 77       | 7             | 32                                 |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   |                                       |           |                |                        |                                     |          |               |                                    |
| CREAM STATIONS  | 5                                     | 5,207     | 655            | 12.6                   | 219                                 | 251      | -             | 924                                |
|   | 15                                    | 27        | 5              | 11.1                   | 1                                   | 1        | 1             | -                                  |
| <b>CITIES OF 50,000 TO 100,000 POPULATION</b>               |                                       |           |                |                        |                                     |          |               |                                    |
| <b>LITTLE ROCK</b>  |                                       |           |                |                        |                                     |          |               |                                    |
|   | 132                                   | 33,183    | 4,566          | 13.7                   | 1,559                               | 2,203    | 89            | 4,546                              |
| Wholesalers proper  | 83                                    | 13,875    | 2,635          | 19.0                   | 1,045                               | 1,236    | 52            | 2,651                              |
| Manufacturers' sales branches                               | 25                                    | 4,304     | 791            | 18.4                   | 250                                 | 356      | 4             | 543                                |
| Agents and brokers  | 11                                    | 9,007     | 297            | 3.3                    | 57                                  | 95       | 16            | 152                                |
| All other types   | 13                                    | 6,997     | 833            | 13.9                   | 303                                 | 446      | 18            | 1,200                              |
| <b>WHOLESALESALES PROPER</b>                                |                                       |           |                |                        |                                     |          |               |                                    |
| Automotive products   | 3                                     | 821       | 233            | 28.4                   | 109                                 | 137      | -             | 205                                |
| Electrical goods  | 3                                     | 317       | 74             | 23.3                   | 21                                  | 30       | -             | 52                                 |
| Farm products—consumer goods                                | 7                                     | 1,248     | 217            | 17.4                   | 115                                 | 99       | 2             | 45                                 |
| Farm supplies   | 3                                     | 775       | 104            | 13.4                   | 36                                  | 61       | 6             | 279                                |
| Groceries and foods (except farm products)                  | 25                                    | 4,908     | 930            | 18.9                   | 354                                 | 402      | 16            | 741                                |

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales     | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL     |               | Stocks on<br>hand (end<br>of<br>year) |
|---|---------------------------------------|---------------|----------------|-----------------------------|-------------------------------------|--------------|---------------|---------------------------------------|
|   |                                       |               | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total        | Part-<br>time |                                       |
| <b>WHOLESALESALE PROPER (continued)</b>                     |                                       |               |                |                             |                                     |              |               |                                       |
| Machinery, equipment and supplies (except electrical)       | 7                                     | 768           | 165            | 21.6                        | 58                                  | 74           | 1             | 345                                   |
| Waste materials   | 6                                     | 121           | 25             | 20.9                        | 32                                  | 32           | 2             | 51                                    |
| All other kinds of business 1/                              | 26                                    | 4,928         | 677            | 17.6                        | 314                                 | 471          | 25            | 1,066                                 |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |               |                |                             |                                     |              |               |                                       |
| Groceries and foods (except farm products)                  | 10                                    | 2,038         | 366            | 18.0                        | 109                                 | 159          | 1             | 161                                   |
| Machinery, equipment and supplies (except electrical)       | 6                                     | 747           | 177            | 23.7                        | 65                                  | 90           | 1             | 306                                   |
| All other kinds of business 2/                              | 9                                     | 1,524         | 249            | 16.3                        | 76                                  | 117          | 2             | 187                                   |
| <b>AGENTS AND BROKERS</b>                                   |                                       |               |                |                             |                                     |              |               |                                       |
| Farm products—raw materials                                 | 4                                     | 6,112         | 265            | 4.3                         | 41                                  | 77           | 15            | 163                                   |
| Groceries and foods (except farm products)                  | 7                                     | 3,896         | 32             | .8                          | 16                                  | 18           | -             | -                                     |
| <b>ALL OTHER TYPES</b>                                      |                                       |               |                |                             |                                     |              |               |                                       |
| Petroleum and its products                                  | 9                                     | 1,549         | 450            | 29.0                        | 131                                 | 245          | 10            | 100                                   |
| All other kinds of business 3/                              | 4                                     | 4,448         | 355            | 7.9                         | 112                                 | 201          | -             | 1,080                                 |
| <b>CITIES OF 20,000 TO 50,000 POPULATION</b>                |                                       |               |                |                             |                                     |              |               |                                       |
| <b>PORT SMITH</b>   |                                       |               |                |                             |                                     |              |               |                                       |
| Wholesale proper  | 61                                    | 16,129        | 2,306          | 14.3                        | 807                                 | 1,123        | 26            | 2,258                                 |
| All other types   | 37                                    | 5,796         | 487            | 10.7                        | 134                                 | 308          | 4             | 187                                   |
| Farm products—raw materials                                 | 6                                     | 1,048         | 28             | 2.6                         | 12                                  | 12           | 3             | 62                                    |
| Farm products—consumer goods                                | 8                                     | 796           | 107            | 13.4                        | 84                                  | 52           | 3             | 13                                    |
| Groceries and foods (except farm products)                  | 25                                    | 6,091         | 684            | 11.2                        | 236                                 | 316          | 8             | 796                                   |
| Petroleum and its products                                  | 15                                    | 959           | 215            | 22.4                        | 65                                  | 119          | 1             | 61                                    |
| All other kinds of business                                 | 45                                    | 7,746         | 1,326          | 17.0                        | 441                                 | 629          | 26            | 1,601                                 |
| <b>ROCK SPRINGS</b>   |                                       |               |                |                             |                                     |              |               |                                       |
| Wholesale proper  | 14                                    | 512           | 113            | 22.4                        | 69                                  | 58           | 1             | 167                                   |
| All other types   | 12                                    | 683           | 166            | 24.2                        | 40                                  | 70           | -             | 48                                    |
| Groceries and foods (except farm products)                  | 10                                    | 964           | 96             | 10.2                        | 62                                  | 56           | 1             | 129                                   |
| Petroleum and its products                                  | 9                                     | 455           | 140            | 30.1                        | 29                                  | 66           | -             | 22                                    |
| All other kinds of business                                 | 7                                     | 167           | 40             | 24.0                        | 18                                  | 16           | -             | 46                                    |
| <b>SIKELETT</b>   |                                       |               |                |                             |                                     |              |               |                                       |
| Wholesale proper  | 41                                    | 6,111         | 999            | 14.7                        | 365                                 | 425          | 12            | 704                                   |
| All other types   | 22                                    | 4,102         | 608            | 14.8                        | 276                                 | 297          | 11            | 664                                   |
| Farm products—raw materials                                 | 6                                     | 819           | 22             | 2.6                         | 7                                   | 16           | -             | 26                                    |
| Groceries and foods (except farm products)                  | 16                                    | 3,476         | 498            | 14.3                        | 198                                 | 226          | 5             | 306                                   |
| Petroleum and its products                                  | 9                                     | 426           | 185            | 43.4                        | 94                                  | 66           | -             | 60                                    |
| All other kinds of business                                 | 11                                    | 1,322         | 214            | 16.2                        | 129                                 | 117          | 7             | 296                                   |
| <b>CITIES OF 5,000 TO 20,000 POPULATION</b>                 |                                       |               |                |                             |                                     |              |               |                                       |
| <b>Total</b>  |                                       | <b>29,424</b> | <b>3,624</b>   | <b>12.3</b>                 | <b>1,426</b>                        | <b>1,781</b> | <b>69</b>     | <b>3,672</b>                          |
| <b>ELYNSVILLE</b>   | 20                                    | 3,300         | 205            | 6.2                         | 97                                  | 141          | 1             | 200                                   |
| <b>GARRETTSVILLE</b>  | 16                                    | 1,206         | 201            | 16.7                        | 69                                  | 99           | 3             | 137                                   |
| <b>OSWAY</b>  | 16                                    | 1,212         | 121            | 10.0                        | 80                                  | 62           | 2             | 131                                   |

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 5,000 TO 20,000 (continued)                       |                                       |           |                |                             |                                     |          |               |                                    |
| EL DORADO   | 38                                    | 2,757     | 495            | 18.0                        | 174                                 | 206      | 10            | 544                                |
| FAZETTEVILLE  | 28                                    | 2,051     | 279            | 13.5                        | 231                                 | 172      | 2             | 259                                |
| HELENA  | 25                                    | 4,456     | 417            | 9.3                         | 141                                 | 204      | 2             | 418                                |
| HOPE  | 18                                    | 1,397     | 157            | 11.2                        | 52                                  | 78       | 3             | 190                                |
| JONESBORO   | 32                                    | 3,565     | 424            | 11.8                        | 192                                 | 238      | 5             | 596                                |
| MALVERN   | 7                                     | 221       | 57             | 25.3                        | 13                                  | 26       | 4             | 34                                 |
| NORTH LITTLE ROCK   | 20                                    | 451       | 95             | 19.8                        | 34                                  | 33       | 2             | 52                                 |
| PARAGOULD   | 13                                    | 1,341     | 155            | 12.3                        | 55                                  | 77       | 2             | 131                                |
| RUSSELLVILLE  | 19                                    | 1,118     | 139            | 12.4                        | 52                                  | 65       | 3             | 159                                |
| TEXARKANA   | 31                                    | 5,316     | 554            | 12.6                        | 250                                 | 325      | 5             | 945                                |
| VAN BUREN   | 5                                     | 903       | 57             | 6.3                         | 15                                  | 23       | 4             | 19                                 |

1/ Includes 2 establishments dealing in amusement and sporting goods; 2 in clothing and furnishings; 2 in drugs and drug supplies; 2 in dry goods; 1 in farm products—raw materials; 1 in furniture and house furnishings; 1 in hardware; 1 in jewelry and optical goods; 2 in lumber and building materials (other than metal); 2 in paper and its products; 1 in petroleum and its products; 1 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 7 in all other products.

2/ Includes 2 establishments dealing in automotive products; 1 in electrical goods; 1 in jewelry and optical goods; 1 in lumber and building materials (other than metal); 1 in petroleum and its products; 2 in plumbing and heating equipment and supplies; and 1 in tobacco and its products (except leaf).

3/ Includes 1 establishment dealing in furniture and house furnishings.

4/ Includes 2 establishments dealing in farm products—raw materials; and 2 in groceries and foods (except farm products).

## WHOLESALE DISTRIBUTION: 1933

12-10-7  
Census of  
American  
Business

Table 3.—STATE OF ARKANSAS RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                   | RECEIPTS FROM—       |                                  |                          |        |                          |        |
|---|--------------------------|-----------------|----------------|-------------------|----------------------|----------------------------------|--------------------------|--------|--------------------------|--------|
|   |                          |                 | Amount         | Per cent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental             |        | Other sources            |        |
|   |                          |                 |                |                   |                      |                                  | Number of establishments | Amount | Number of establishments | Amount |
| Total for State                                       | 1,294                    | \$121,504       | \$18,969       | 14.0              | 121,542              | \$90                             | 8                        | \$12   | 18                       | \$60   |
| Amusement and sporting goods                          | 3                        | 358             | 54             | 15.1              | 357                  | -                                | -                        | -      | 1 1/2                    | 1      |
| Chemicals   | 3                        | 174             | 104            | 59.8              | 174                  | -                                | -                        | -      | -                        | -      |
| Clothing and furnishings                              | 6                        | 377             | 52             | 13.8              | 377                  | -                                | -                        | -      | -                        | -      |
| Drugs and drug sundries                               | 5                        | 2,204           | 398            | 18.1              | 2,204                | -                                | -                        | -      | -                        | -      |
| Farm products—raw materials                           | 82                       | 17,117          | 977            | 5.7               | 17,086               | 31                               | -                        | -      | -                        | -      |
| Farm products—consumer goods                          | 151                      | 6,108           | 806            | 13.2              | 6,109                | 1                                | -                        | -      | 1                        | 1      |
| Groceries and foods                                   | 311                      | 57,033          | 5,943          | 10.4              | 56,991               | -                                | 5                        | 5      | 9                        | 37     |
| Hardware  | 7                        | 2,382           | 504            | 21.2              | 2,371                | -                                | -                        | -      | 2                        | 11     |
| Machinery, equipment and supplies (except electrical) | 38                       | 2,768           | 538            | 20.2              | 2,721                | 35                               | -                        | -      | 2 2/3                    | 6      |
| Paper and its products                                | 4                        | 501             | 108            | 21.6              | 501                  | -                                | -                        | -      | -                        | -      |
| Petroleum and its products                            | 530                      | 16,872          | 4,684          | 27.8              | 16,861               | 11                               | -                        | -      | -                        | -      |
| Plumbing and heating equipment and supplies           | 6                        | 423             | 132            | 30.8              | 422                  | -                                | -                        | -      | -                        | -      |
| Tobacco and its products (except leaf)                | 9                        | 2,020           | 103            | 5.1               | 2,019                | 1                                | -                        | -      | -                        | -      |
| Waste materials                                       | 13                       | 317             | 75             | 23.7              | 317                  | -                                | -                        | -      | -                        | -      |
| All other kinds of business                           | 146                      | 12,851          | 2,471          | 19.2              | 12,829               | 11                               | 3                        | 7      | 3                        | 4      |

1/ Includes 1 exchange dealing in motion picture films with income from film rentals of \$1,000.

2/ Included 1 establishment dealing in machinery, equipment and supplies with receipts from machine rentals amounting to \$1,000.

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 DIVISION OF THE DEPARTMENT OF COMMERCE  
 WASHINGTON, D. C.











Table 6.—STATE OF ARIZONA MONTHLY EMPLOYMENT, BY KIND OF BUSINESS For States and Cities of 500,000 Population and Over

| State, city, and kind of business                     | Producers and manufacturers |       | Numbers and percentage of men and women employed |                   | Average number of employees          | NUMBER OF EMPLOYERS BY MONTH |           |       |       |       |       |       |        |             |          |       |      | No. of non-venturer | De-com-ber |
|---|-----------------------------|-------|--|-------------------|--------------------------------------|------------------------------|-----------|-------|-------|-------|-------|-------|--------|-------------|----------|-------|------|---------------------|------------|
|   | Men                         | Women | Esti-mated average                               | Per-cent of total |                                      | Jan-uary                     | Feb-ruary | March | April | May   | June  | July  | August | Sep-tem-ber | Octo-ber |       |      |                     |            |
|   |                             |       |  |                   |                                      |                              |           |       |       |       |       |       |        |             |          | 6.274 | 6.69 |                     |            |
| Total   | 587                         |       | 6.274  | 6.69              | 9.6                                  | 6,118                        | 5,762     | 5,709 | 5,807 | 5,808 | 6,126 | 6,171 | 6,280  | 6,419       | 6,458    | 6,260 |      |                     |            |
| Amusement and sporting goods                          | 4                           | 19    | 2  | 8.7               | Full-time ratio to part-time average | 21                           | 22        | 21    | 22    | 20    | 20    | 21    | 21     | 21          | 21       | 21    |      |                     |            |
| Automotive products                                   | 10                          | 200   | 24   | 10.9              | Full-time ratio to part-time average | 218                          | 185       | 189   | 189   | 228   | 207   | 232   | 235    | 238         | 235      | 237   |      |                     |            |
| Chemicals   | 3                           | 27    | 3  | 9.1               | Full-time ratio to part-time average | 28                           | 26        | 26    | 26    | 26    | 26    | 27    | 30     | 30          | 30       | 31    |      |                     |            |
| Clothing and furnishings                              | 8                           | 17    | 6  | 26.6              | Full-time ratio to part-time average | 18                           | 16        | 16    | 17    | 16    | 16    | 15    | 15     | 15          | 15       | 15    |      |                     |            |
| Coal  | 5                           | 10    | 2  | 18.2              | Full-time ratio to part-time average | 11                           | 12        | 12    | 12    | 11    | 10    | 10    | 10     | 12          | 11       | 12    |      |                     |            |
| Drugs and drug sundries                               | 4                           | 116   | 20   | 16.0              | Full-time ratio to part-time average | 156                          | 156       | 156   | 155   | 155   | 157   | 157   | 157    | 157         | 140      | 137   |      |                     |            |
| Dry goods   | 4                           | 191   | 37   | 16.1              | Full-time ratio to part-time average | 154                          | 150       | 129   | 118   | 129   | 129   | 131   | 142    | 142         | 144      | 146   |      |                     |            |
| Electrical goods                                      | 2                           | 19    | 3  | 12.4              | Full-time ratio to part-time average | 28                           | 22        | 22    | 22    | 22    | 22    | 22    | 22     | 22          | 22       | 22    |      |                     |            |
| Farm products—raw materials                           | 62                          | 505   | 27   | 8.2               | Full-time ratio to part-time average | 286                          | 501       | 276   | 277   | 295   | 256   | 240   | 246    | 244         | 252      | 338   |      |                     |            |
| Farm products—consumer goods                          | 104                         | 429   | 116  | 21.1              | Full-time ratio to part-time average | 474                          | 400       | 411   | 441   | 467   | 493   | 514   | 537    | 542         | 489      | 474   |      |                     |            |
| Farm supplies   | 21                          | 87    | 5  | 5.3               | Full-time ratio to part-time average | 70                           | 65        | 68    | 72    | 70    | 72    | 71    | 74     | 72          | 71       | 68    |      |                     |            |
| Furniture and house furnishings                       | 4                           | 26    | 10   | 22.0              | Full-time ratio to part-time average | 45                           | 41        | 41    | 40    | 39    | 40    | 46    | 45     | 41          | 44       | 47    |      |                     |            |
| General merchandise                                   | —                           | 6     | 1  | 20.0              | Full-time ratio to part-time average | 3                            | 3         | 3     | 3     | 3     | 3     | 3     | 3      | 3           | 3        | 3     |      |                     |            |
| Groceries and foods (except farm products)            | 193                         | 2,352 | 288  | 10.8              | Full-time ratio to part-time average | 2,351                        | 2,227     | 2,249 | 2,245 | 2,290 | 2,295 | 2,311 | 2,341  | 2,444       | 2,500    | 2,477 |      |                     |            |
| Hardware  | 5                           | 170   | 21   | 11.1              | Full-time ratio to part-time average | 246                          | 187       | 217   | 214   | 227   | 255   | 246   | 258    | 232         | 275      | 270   |      |                     |            |
| Jewelry and optical goods                             | —                           | 13    | 2  | 14.2              | Full-time ratio to part-time average | 18                           | 15        | 15    | 15    | 14    | 15    | 14    | 14     | 15          | 14       | 14    |      |                     |            |
| Lumber and building materials                         | 14                          | 556   | 58   | 9.6               | Full-time ratio to part-time average | 470                          | 225       | 230   | 224   | 231   | 278   | 266   | 295    | 316         | 292      | 286   |      |                     |            |
| Machinery, equipment and supplies (except electrical) | 15                          | 136   | 24   | 11.4              | Full-time ratio to part-time average | 205                          | 200       | 200   | 202   | 202   | 202   | 204   | 204    | 208         | 212      | 211   |      |                     |            |
| Metals (except scrap)                                 | —                           | 31    | —  | —                 | Full-time ratio to part-time average | 27                           | 25        | 27    | 28    | 24    | 26    | 30    | 30     | 28          | 27       | 30    |      |                     |            |
| Paper and its products                                | —                           | 41    | 8  | 11.4              | Full-time ratio to part-time average | 38                           | 36        | 36    | 36    | 36    | 36    | 37    | 37     | 41          | 41       | 41    |      |                     |            |
| Petroleum and its products                            | 42                          | 1,385 | 14   | 1.0               | Full-time ratio to part-time average | 1,285                        | 1,117     | 1,177 | 1,178 | 1,147 | 1,148 | 1,256 | 1,256  | 1,410       | 1,410    | 1,410 |      |                     |            |
| Pumbing and heating equipment and supplies            | 2                           | 35    | 3  | 8.6               | Full-time ratio to part-time average | 17                           | 10        | 37    | 36    | 37    | 54    | 54    | 54     | 54          | 54       | 54    |      |                     |            |
| Tobacco and its products (except leaf)                | 6                           | 40    | 6  | 12.0              | Full-time ratio to part-time average | 4                            | 3         | 1     | 2     | 1     | 6     | 6     | 8      | 4           | 4        | 4     |      |                     |            |
| Waste materials                                       | 14                          | 65    | 6  | 7.6               | Full-time ratio to part-time average | 56                           | 45        | 46    | 49    | 49    | 50    | 53    | 58     | 61          | 64       | 61    |      |                     |            |
| All other products                                    | 37                          | 161   | 14   | 7.9               | Full-time ratio to part-time average | 112                          | 14        | 11    | 9     | 10    | 8     | 11    | 10     | 20          | 12       | 11    |      |                     |            |
|   |                             |       |  |                   | Part-time ratio to full-time average | 13                           | 10        | 13    | 8     | 6     | 6     | 11    | 15     | 19          | 14       | 10    |      |                     |            |

WHOLESALE DISTRIBUTION: 1933

Table 7.—STATE OF ILLINOIS

WHOLESALE MERCHANTS AND MANUFACTURERS' SALES RANGES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(An 'X' in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than \$500)

| Type of Establishment<br>Kind of Business | TOTAL                                      |                     | Under \$10,000                             |                     | \$10,000 to \$49,999                       |                     | \$50,000 to \$99,999                       |                     | \$100,000 to \$199,999                     |                     | \$200,000 to \$499,999                     |                     | \$500,000 to \$999,999                     |                     | \$1,000,000 AND OVER                       |                     |  |
|---|--|---------------------|--|---------------------|--|---------------------|--|---------------------|--|---------------------|--|---------------------|--|---------------------|--|---------------------|--|
|   | Num-<br>ber of<br>estab-<br>lish-<br>ments | To-<br>tal<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | To-<br>tal<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | To-<br>tal<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | To-<br>tal<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | To-<br>tal<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | To-<br>tal<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | To-<br>tal<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | To-<br>tal<br>sales |  |
|   |  |                     |  |                     |  |                     |  |                     |  |                     |  |                     |  |                     |  |                     | Full-<br>time<br>em-<br>ployees<br>per<br>estab-<br>lish-<br>ment<br>(avg) |
| <b>HOUSEHOLD MERCHANDISE</b>              | 522  | 3,985,129.9         | 108  | 771,264.2           | 139  | 423,217.7           | 76   | 479,147.7           | 68   | 761,140.6           | 69   | 1,213,121.1         | 28   | 712,164.2           | 4  | 223,144.4           |  |
| Amusement and sporting goods              | 3  | 21,154.1            | 1  | 0                   | 13   | 44                  | 3  | 23.6                | 5  | 611.0               | 1  | 15,172.2            | —  | —                   | —  | —                   |  |
| Automotive products                       | 32   | 209,252.7           | 10   | 32.5                | —  | —                   | 3  | 49,204.4            | 1  | 99,504.7            | 1  | 28,202.6            | —  | —                   | —  | —                   |  |
| Books and periodicals                     | 2  | 18,116.1            | 1  | 1                   | 1  | 1                   | 2  | 10.0                | 1  | 18,114.1            | —  | —                   | —  | —                   | —  | —                   |  |
| Clothing and furnishings                  | 2  | 4,112.1             | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   |  |
| Food                                      | 2  | 4,112.1             | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   |  |
| Drugs and drug sundries                   | 6  | 136,181.1           | 1  | 33.2                | —  | —                   | 1  | 9,286.9             | 4  | 15,327.7            | 4  | 46,108.6            | 2  | 79,194.4            | —  | —                   |  |
| Electrical goods                          | 13   | 231,252.2           | 3  | 37.5                | 2  | 20.1                | 1  | 6,156.4             | 1  | 12,327.7            | 3  | 36,133.4            | 1  | 11,156.6            | —  | —                   |  |
| Farm products—consumer goods              | 14   | 15,226.6            | 13   | 8                   | 15   | 32                  | 9  | 6,120.2             | 4  | 41,203.4            | 5  | 139,172.8           | 1  | 1,114.4             | —  | —                   |  |
| Farm products—wholesale                   | 46   | 368,204.0           | —  | —                   | 14   | 51.8                | 9  | 168,204.0           | 4  | 41,203.4            | 5  | 139,172.8           | 1  | 1,114.4             | —  | —                   |  |
| Furniture and house furnishings           | 3  | 33,260.0            | 2  | 50.0                | —  | —                   | —  | 10                  | 10,000.0                                   | 3                   | 36,133.4                                   | —                   | —  | —                   | —  | —                   |  |
| General merchandise                       | 1  | 5,172.1             | —  | —                   | —  | —                   | 1  | 5,172.1             | —  | —                   | —  | —                   | —  | —                   | —  | —                   |  |
| Hardware and tools (except farm products) | 262  | 2,029,112.2         | 47   | 28                  | 44   | 116                 | 39   | 124,944.4           | 59   | 428,104.6           | 63   | 870,104.7           | 13   | 329,104.6           | 3  | 143,134.4           |  |
| Jewelry and optical goods                 | 1  | 2,172.1             | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   |  |
| Lumber and building materials             | 18   | 243,224.5           | 3  | 11                  | 6  | 36                  | 5  | 36,284.9            | 2  | 72,254.4            | —  | —                   | 2  | 89,184.4            | —  | —                   |  |
| Metal except iron and steel               | 22   | 152,224.5           | 3  | 1                   | 10   | 50                  | 29.7                                       | 4                   | 21,224.0                                   | 4                   | 42,214.7                                   | 1                   | 11,156.6                                   | —                   | —  | —                   |  |
| Kindergarten supplies                     | 4  | 38,212.6            | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   |  |
| Paints and oil products                   | 4  | 20,194.0            | 2  | 22.2                | 3  | 8.3                 | 1  | 13,126.8            | 1  | 11,226.8            | —  | —                   | —  | —                   | —  | —                   |  |
| Perfumery and toilet articles             | 2  | 12,172.8            | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   |  |
| Printing and its products                 | 5  | 15,226.6            | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   |  |
| Rubber and its products (except latex)    | 13   | 15,226.6            | 12   | 5                   | 3  | 4                   | 2  | 10,214.0            | 1  | 1,114.0             | —  | —                   | —  | —                   | —  | —                   |  |
| Shoe and leather goods                    | 35   | 159,226.8           | 5  | 33.3                | 7  | 41                  | 23.4                                       | 3                   | 13,114.0                                   | 1                   | 1,114.0                                    | —                   | —  | —                   | —  | —                   |  |
| All other products                        | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   |  |
| <b>MANUFACTURERS' SALES RANGES</b>        | 57   | 372,184.7           | 9  | 12                  | 19   | 44                  | 30.6                                       | 11                  | 79,304.4                                   | 9                   | 91,254.4                                   | 7                   | 72,104.4                                   | 2                   | 76,144.4                                   | —                   | —  |
| <b>FARM SUPPLIES</b>                      | 3  | 18.6                | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   |  |
| Hardware and tools (except farm products) | 25   | 206,164.0           | 4  | 3                   | 7  | 15                  | 28.7                                       | 3                   | 52,274.5                                   | 5                   | 52,274.5                                   | 1                   | 31,104.4                                   | —                   | —  | —                   |  |
| Kindergarten supplies                     | 12   | 74,226.6            | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   |  |
| Lumber and building materials             | 9  | 11,604.9            | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   |  |
| Printing and its products                 | 4  | 11,604.9            | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   | —  | —                   |  |
| All other kinds of business               | 8  | 49,164.4            | —  | —                   | 2  | 12                  | 34.6                                       | 2                   | 15,226.8                                   | 2                   | 15,226.8                                   | 1                   | 2.7  | —                   | —  | —                   |  |

UNIVERSITY OF MICHIGAN LIBRARY

## WHOLESALE DISTRIBUTION: 1933

12-29-34  
Census of  
American  
Business

Table 1.—STATE OF LOUISIANA SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF<br>ESTABLISH-<br>MENTS |       | NET SALES |           | TOTAL EXPENSES |                  |      | Full-<br>time<br>employees<br>(average) | PERCENTAGE OF SALES |                          |               | PERCENTAGE OF<br>SALES<br>(total of<br>year) |
|---|----------------------------------|-------|-----------|-----------|----------------|------------------|------|---|---------------------|--------------------------|---------------|--|
|   | 1933                             | 1929  | 1933      | 1929      | Amount         | Percent of sales |      |   | Total               | Per-<br>cent of<br>sales | Part-<br>time |  |
|   |                                  |       |           |           |                | 1933             | 1929 |   |                     |                          |               |  |
| <u>THE STATE</u>                        | 2,097                            | 1,729 | \$455,321 | \$836,197 | \$54,170       | 11.9             | 8.2  | 17,962                                  | 14,446              | 6.2                      | \$515,478,227 |  |
| <u>Wholesalers proper</u>               | 1,109                            | 882   | 231,997   | 395,737   | 33,840         | 14.6             | 10.5 | 12,050                                  | 14,446              | 6.2                      | \$380,503,119 |  |
| Wholesale merchants                     | 951                              | 826   | 178,960   | 275,886   | 27,280         | 15.7             | 11.0 | 10,841                                  | 12,774              | 7.3                      | \$193,358,858 |  |
| Exporters                               | 27                               | 35    | 29,878    | 30,194    | 4,351          | 13.9             | 7.9  | 277                                     | 458                 | 5.8                      | 18,631        |  |
| Importers                               | 22                               | 15    | 24,315    | 24,113    | 1,925          | 7.9              | 5.6  | 192                                     | 1,000               | 4.1                      | 3,125         |  |
| Limited function wholesalers            | 109                              | 6     | 3,949     | 5,544     | 474            | 12.3             | 1.6  | 192                                     | 148                 | 7.0                      | 14,83         |  |
| <u>Manufacturers' sales branches</u>    | 221                              | 200   | 82,054    | 171,859   | 10,343         | 12.6             | 8.3  | 2,458                                   | 2,411               | 4.4                      | 47,739,27     |  |
| With stocks                             | 181                              | —     | 68,267    | —         | 9,540          | 14.0             | —    | 2,218                                   | 2,437               | 4.7                      | 34,739,21     |  |
| Without stocks                          | 40                               | —     | 13,787    | —         | 893            | 5.8              | —    | 205                                     | 274                 | 2.9                      | 13, —         |  |
| <u>Agents and brokers</u>               | 156                              | 170   | 56,951    | 170,998   | 1,411          | 2.5              | 3.2  | 323                                     | 327                 | 1.3                      | 10,651        |  |
| Brokers                                 | 65                               | 55    | 33,133    | 67,475    | 484            | 1.5              | 1.3  | 170                                     | 167                 | 0.6                      | 2,180         |  |
| Commission merchants                    | 25                               | 32    | 7,037     | 64,115    | 285            | 4.1              | 2.8  | 70                                      | 128                 | 1.5                      | —             |  |
| Export agents                           | 8                                | 4     | 2,126     | 619       | 114            | 5.4              | 13.2 | 21                                      | 24                  | 0.3                      | 177           |  |
| Import agents                           | 3                                | —     | 63        | —         | 6              | 2.5              | —    | 3                                       | —                   | —                        | —             |  |
| Manufacturers' agents                   | 54                               | 52    | 11,418    | 17,453    | 438            | 3.8              | 4.7  | 111                                     | 130                 | 2.1                      | —             |  |
| Selling agents                          | 8                                | 19    | 2,072     | 6,685     | 55             | 2.7              | 11.3 | 12                                      | 30                  | 3.9                      | —             |  |
| Other agents                            | 3                                | 8     | 1,102     | 14,751    | 29             | 2.6              | 6.9  | 8                                       | 30                  | 3.9                      | —             |  |
| <u>All other types</u>                  | 601                              | 477   | 84,519    | 97,608    | 8,576          | 10.2             | 7.0  | 3,043                                   | 3,185               | 3.0                      | 170,122,114   |  |
| Milk tank stations 1/                   | 484                              | 239   | 25,956    | 18,147    | 6,416          | 23.9             | 19.3 | 2,132                                   | 1,234               | 3.7                      | 6,488         |  |
| Chain store warehouses                  | 2                                | 3     | (X)       | 5,232     | (X)            | (X)              | 3.8  | 173                                     | 161                 | 1.7                      | 13, —         |  |
| Assemblers and country buyers 2/        | 60                               | 202   | 4,272     | 45,949    | 321            | 7.5              | 3.8  | 90                                      | 371                 | 3.1                      | 18,130        |  |
| Cooperative marketing associations      | 53                               | 23    | 48,757    | 7,001     | 1,652          | 3.4              | 3.4  | 397                                     | 1,165               | 3.8                      | 17,000        |  |
| Other types                             | 2                                | 11    | (X)       | 21,274    | (X)            | (X)              | 5.0  | (X)                                     | (X)                 | (X)                      | 29, —         |  |
| <u>NEW ORLEANS</u>                      | 871                              | 712   | 323,452   | 601,981   | 34,360         | 10.6             | 7.7  | 17,077                                  | 18,478              | 6.3                      | 270,24,238    |  |
| <u>Wholesalers proper</u>               | 573                              | 423   | 149,966   | 285,676   | 20,763         | 13.8             | 10.1 | 7,527                                   | 8,284               | 5.9                      | 146,29,237    |  |
| Wholesale merchants                     | 429                              | 370   | 93,394    | 167,230   | 14,342         | 15.4             | 11.8 | 6,150                                   | 7,201               | 7.7                      | 131,12,458    |  |
| Exporters                               | 26                               | 34    | 29,308    | 89,254    | 4,159          | 14.2             | 7.6  | 249                                     | 421                 | 4.7                      | 11,16,888     |  |
| Importers                               | 22                               | 15    | 24,315    | 24,113    | 1,925          | 7.9              | 5.5  | 192                                     | 1,000               | 4.1                      | 3,125         |  |
| Limited function wholesalers            | 96                               | 4     | 2,949     | 5,079     | 337            | 11.4             | 0.9  | 149                                     | 201                 | 3.1                      | 18, —         |  |
| <u>Manufacturers' sales branches</u>    | 143                              | 146   | 70,795    | 144,574   | 8,716          | 12.3             | 7.8  | 1,898                                   | 2,393               | 4.2                      | 29,6,390      |  |
| With stocks                             | 111                              | —     | 59,477    | —         | 8,022          | 13.5             | —    | 1,722                                   | 2,552               | 4.2                      | 16,6,988      |  |
| Without stocks                          | 32                               | —     | 11,318    | —         | 694            | 6.1              | —    | 174                                     | 331                 | 3.0                      | 13, —         |  |
| <u>Agents and brokers</u>               | 132                              | 132   | 50,471    | 144,288   | 1,239          | 2.5              | 3.2  | 300                                     | 360                 | 1.1                      | 6,434         |  |
| Brokers                                 | 53                               | 33    | 30,010    | 49,086    | 585            | 1.9              | 1.2  | 141                                     | 161                 | 0.7                      | 1,690         |  |
| Commission merchants                    | 15                               | 26    | 6,624     | 61,428    | 259            | 3.9              | 2.6  | 54                                      | 123                 | 1.4                      | 4,137         |  |
| Export agents                           | 8                                | 4     | 2,126     | 619       | 114            | 5.4              | 13.2 | 21                                      | 24                  | 0.3                      | 177           |  |
| Import agents                           | 3                                | —     | 63        | —         | 6              | 9.5              | —    | 3                                       | —                   | —                        | —             |  |
| Manufacturers' agents                   | 45                               | 49    | 9,576     | 16,185    | 419            | 4.4              | 4.8  | 136                                     | 167                 | 2.4                      | 1,716         |  |
| Selling agents                          | 8                                | 17    | 2,072     | 5,455     | 55             | 2.7              | 12.2 | 12                                      | 31                  | 1.3                      | 1, —          |  |
| Other agents                            | —                                | 3     | —         | 11,515    | —              | —                | 8.0  | —                                       | —                   | —                        | —             |  |
| <u>All other types</u>                  | 23                               | 11    | 52,220    | 27,443    | 3,642          | 7.0              | 4.2  | 1,143                                   | 1,185               | 3.8                      | 55,17,378     |  |
| Milk tank stations                      | 10                               | 5     | 7,333     | 2,295     | 1,968          | 25.5             | 25.3 | 600                                     | 371                 | 12.6                     | 45,230        |  |
| Assemblers and country buyers           | 6                                | —     | 1,636     | —         | 109            | 6.7              | —    | —                                       | 86                  | 5.4                      | 2, —          |  |
| Cooperative marketing associations      | 4                                | —     | 38,984    | —         | 1,427          | 3.7              | —    | 318                                     | 1,004               | 2.6                      | 17,407        |  |
| Other types                             | 3                                | 6     | 4,267     | 25,148    | 160            | 3.7              | 2.2  | 58                                      | 83                  | 1.4                      | 8,180         |  |

1/ The increase in the number of establishments since 1929 was due in part to difference in methods of reporting by organizations dealing in petroleum.

2/ The decrease in the number of establishments since 1929 was due in part to loss of assemblers and country buyers of farm products.

WHOLESALE DISTRIBUTION: 1933

Census of  
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Business

TABLE 2A. - STATE OF LOUISIANA

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS  
FOR STATES AND SELECTED CITIES

| Kind of Business                              | Total | THE STATE              |                     |                       |     |         |                          |                       |     | NEW ORLEANS            |                     |                       |     |         |                          |                       |     |
|---|-------|------------------------|---------------------|-----------------------|-----|---------|--------------------------|-----------------------|-----|------------------------|---------------------|-----------------------|-----|---------|--------------------------|-----------------------|-----|
|   |       | Wholesale<br>merchants | Limited<br>function | Mfg. sls.<br>branches |     | Brokers | Manufacturers'<br>agents | All other<br>types 1/ |     | Wholesale<br>merchants | Limited<br>function | Mfg. sls.<br>branches |     | Brokers | Manufacturers'<br>agents | All other<br>types 1/ |     |
|   |       | 2,097                  | 951                 | 109                   | 181 | 40      | 65                       | 54                    | 697 | 871                    | 429                 | 96                    | 111 | 32      | 53                       | 45                    | 105 |
| <b>Total</b>                                  |       |                        |                     |                       |     |         |                          |                       |     |                        |                     |                       |     |         |                          |                       |     |
| Amusement and sporting goods                  | 19    | 10                     | -                   | 5                     | 4   | -       | -                        | -                     | 16  | 9                      | -                   | 5                     | 4   | -       | -                        | -                     | -   |
| Cameras and motion picture eq't. and supplies | 1     | 1                      | -                   | -                     | -   | -       | -                        | -                     | 1   | 1                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Moving picture films                          | 12    | 3                      | -                   | 5                     | 4   | -       | -                        | -                     | 12  | 3                      | -                   | 5                     | 4   | -       | -                        | -                     | -   |
| Sporting goods (general line)                 | 2     | 2                      | -                   | -                     | -   | -       | -                        | -                     | 1   | 1                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Toys, novelties, and fireworks                | 2     | 2                      | -                   | -                     | -   | -       | -                        | -                     | 2   | 2                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| All other                                     | 2     | 2                      | -                   | -                     | -   | -       | -                        | -                     | 2   | 2                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Automotive products                           | 46    | 40                     | -                   | 7                     | 1   | -       | -                        | -                     | 25  | 16                     | -                   | 7                     | -   | -       | -                        | -                     | -   |
| Automobiles and other motor vehicles          | 6     | 4                      | -                   | 2                     | -   | -       | -                        | -                     | 3   | 1                      | -                   | 2                     | -   | -       | -                        | -                     | -   |
| Automotive eq't., accessories and parts       | 32    | 32                     | -                   | -                     | -   | -       | -                        | -                     | 15  | 15                     | -                   | -                     | -   | -       | -                        | -                     | -   |
| Tires and tubes                               | 10    | 4                      | -                   | 5                     | 1   | -       | -                        | -                     | 7   | 2                      | -                   | 5                     | -   | -       | -                        | -                     | -   |
| Chemicals                                     | 25    | 12                     | -                   | 10                    | 1   | -       | 1                        | 1                     | 20  | 10                     | -                   | 3                     | -   | -       | -                        | -                     | 1   |
| Explosives                                    | 2     | 1                      | -                   | -                     | -   | -       | -                        | 1                     | 2   | 1                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Industrial chemicals                          | 9     | 4                      | -                   | 5                     | -   | -       | -                        | -                     | 7   | 3                      | -                   | 4                     | -   | -       | -                        | -                     | 1   |
| Naval stores                                  | 1     | -                      | -                   | -                     | -   | -       | 1                        | -                     | -   | -                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Paints and varnishes                          | 10    | 7                      | -                   | 3                     | -   | -       | -                        | -                     | 9   | 6                      | -                   | 3                     | -   | -       | -                        | -                     | -   |
| All other                                     | 3     | -                      | -                   | 2                     | 1   | -       | -                        | -                     | 2   | 2                      | -                   | 2                     | -   | -       | -                        | -                     | -   |
| Clothing and furnishing                       | 22    | 19                     | -                   | -                     | -   | -       | 3                        | -                     | 19  | 16                     | -                   | -                     | -   | -       | -                        | 3                     | -   |
| Clothing and furnishings (general line)       | 2     | 2                      | -                   | -                     | -   | -       | -                        | -                     | 1   | 1                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Clothing, men's and boys'                     | 5     | 5                      | -                   | -                     | -   | -       | -                        | -                     | 5   | 5                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Clothing, women's and children's              | 1     | 1                      | -                   | -                     | -   | -       | -                        | -                     | 1   | 1                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Furnishings, (general line)                   | 4     | 3                      | -                   | -                     | -   | -       | 1                        | -                     | 3   | 2                      | -                   | -                     | -   | -       | 1                        | -                     | -   |
| Furnishings, men's and boys'                  | 6     | 4                      | -                   | -                     | -   | -       | 2                        | -                     | 6   | 4                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Millinery and millinery supplies              | 1     | 1                      | -                   | -                     | -   | -       | -                        | -                     | 1   | 1                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Shoes and other footwear                      | 3     | 3                      | -                   | -                     | -   | -       | -                        | -                     | 2   | 2                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Coal  | 4     | 3                      | -                   | 1                     | -   | -       | -                        | -                     | 3   | 2                      | -                   | 1                     | -   | -       | -                        | -                     | -   |
| Drugs and drug sundries                       | 21    | 13                     | -                   | 7                     | -   | -       | 1                        | -                     | 13  | 5                      | -                   | 7                     | -   | -       | -                        | 1                     | -   |
| Drugs (general line)                          | 9     | 9                      | -                   | -                     | -   | -       | -                        | -                     | 3   | 3                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Drugs (specialty lines)                       | 7     | 1                      | -                   | 5                     | -   | -       | 1                        | -                     | 6   | -                      | -                   | 5                     | -   | -       | 1                        | -                     | -   |
| Patent medicines                              | 2     | 1                      | -                   | 1                     | -   | -       | -                        | -                     | 1   | 1                      | -                   | 1                     | -   | -       | -                        | -                     | -   |
| Toilet articles and preparations              | 1     | 1                      | -                   | -                     | -   | -       | -                        | -                     | 1   | 1                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| All other                                     | 2     | 1                      | -                   | 1                     | -   | -       | -                        | -                     | 2   | 1                      | -                   | 1                     | -   | -       | -                        | -                     | -   |
| Dry goods                                     | 30    | 18                     | -                   | -                     | 1   | 3       | 8                        | -                     | 24  | 12                     | -                   | -                     | 1   | 3       | 6                        | -                     | -   |
| Dry goods (general line)                      | 16    | 12                     | -                   | -                     | -   | 1       | 3                        | -                     | 10  | 6                      | -                   | -                     | -   | 1       | 3                        | -                     | -   |
| Notions                                       | 5     | 4                      | -                   | -                     | -   | -       | 1                        | -                     | 5   | 4                      | -                   | -                     | -   | -       | 1                        | -                     | -   |
| Piece goods                                   | 8     | 1                      | -                   | -                     | 1   | 2       | 4                        | -                     | 8   | 1                      | -                   | -                     | 1   | 2       | 4                        | -                     | -   |
| All other                                     | 1     | 1                      | -                   | -                     | -   | -       | -                        | -                     | 1   | 1                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Electrical goods                              | 25    | 13                     | -                   | 3                     | 1   | -       | 2                        | -                     | 19  | 13                     | -                   | 3                     | 1   | -       | 2                        | -                     | -   |
| Electrical appliances, eq't. and supplies     | 18    | 13                     | -                   | 3                     | 1   | -       | 1                        | -                     | 13  | 8                      | -                   | 3                     | 1   | -       | 1                        | -                     | -   |
| Radios and radio equipment                    | 5     | 4                      | -                   | -                     | -   | -       | 1                        | -                     | 4   | 3                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Refrigerators                                 | 2     | 2                      | -                   | -                     | -   | -       | -                        | -                     | 2   | 2                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Farm products-raw materials                   | 137   | 36                     | 1                   | -                     | -   | 2       | -                        | 98                    | 53  | 23                     | 1                   | -                     | -   | 2       | -                        | 27                    | -   |
| Cotton  | 63    | 10                     | -                   | -                     | -   | 1       | -                        | 52                    | 28  | 7                      | -                   | -                     | -   | 1       | -                        | 20                    | -   |
| Grain   | 12    | 2                      | -                   | -                     | -   | 1       | -                        | 9                     | 6   | -                      | -                   | -                     | -   | 1       | -                        | 5                     | -   |
| Hides, skins, and furs (raw)                  | 39    | 18                     | -                   | -                     | -   | -       | 21                       | -                     | 16  | 15                     | -                   | -                     | -   | -       | -                        | 1                     | -   |
| Horses and mules                              | 2     | -                      | -                   | -                     | -   | -       | 2                        | -                     | 1   | -                      | -                   | -                     | -   | -       | -                        | 1                     | -   |
| Livestock                                     | 8     | 1                      | -                   | -                     | -   | -       | 7                        | -                     | -   | -                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| All other                                     | 13    | 5                      | 1                   | -                     | -   | -       | 7                        | -                     | 2   | 1                      | 1                   | -                     | -   | -       | -                        | -                     | -   |
| Farm products-consumer goods                  | 158   | 98                     | 5                   | -                     | -   | 7       | -                        | 48                    | 74  | 58                     | 2                   | -                     | -   | 3       | -                        | 11                    | -   |
| Dairy products (general line)                 | 16    | 11                     | 2                   | -                     | -   | -       | 3                        | -                     | 5   | 4                      | 1                   | -                     | -   | -       | -                        | -                     | -   |
| Cheese  | 1     | -                      | 1                   | -                     | -   | -       | -                        | -                     | -   | -                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Milk and cream                                | 21    | 18                     | -                   | -                     | -   | -       | 3                        | -                     | 5   | 4                      | -                   | -                     | -   | -       | -                        | 1                     | -   |
| All other dairy products                      | 2     | 2                      | -                   | -                     | -   | -       | -                        | -                     | 1   | 1                      | -                   | -                     | -   | -       | -                        | -                     | -   |
| Poultry and poultry products                  | 20    | 17                     | -                   | -                     | -   | -       | 3                        | -                     | 15  | 14                     | -                   | -                     | -   | -       | -                        | 1                     | -   |
| Dairy and poultry products                    | 5     | 3                      | 1                   | -                     | -   | -       | 1                        | -                     | 1   | 4                      | 3                   | -                     | -   | -       | -                        | 1                     | -   |
| Fruits and vegetables (fresh)                 | 92    | 47                     | 1                   | -                     | -   | 7       | -                        | 37                    | 44  | 32                     | 1                   | -                     | -   | 1       | -                        | 8                     | -   |
| All other                                     | 1     | -                      | -                   | -                     | -   | -       | 1                        | -                     | -   | -                      | -                   | -                     | -   | -       | -                        | -                     | -   |

LOUISIANA STATE ARCHIVES





WHOLESALE DISTRIBUTION: 1933

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TABLE 2A. - STATE OF LOUISIANA

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Kind of Business                            | THE STATE |                        |                     |   |  |         | NEW ORLEANS              |                       |       |                        |                     |   |  |         |                          |                       |
|---|-----------|------------------------|---------------------|---|--|---------|--------------------------|-----------------------|-------|------------------------|---------------------|---|--|---------|--------------------------|-----------------------|
|   | Total     | Wholesale<br>merchants | Limited<br>function | Mfg. sls.<br>branches<br>With<br>stocks | Mfg. sls.<br>branches<br>Without<br>stocks | Brokers | Manufacturers'<br>agents | All other<br>types 1/ | Total | Wholesale<br>merchants | Limited<br>function | Mfg. sls.<br>branches<br>With<br>stocks | Mfg. sls.<br>branches<br>Without<br>stocks | Brokers | Manufacturers'<br>agents | All other<br>types 1/ |
| Metal (except scrap)                        | 18        | 6                      | -                   | 3                                       | 7  | 1       | 1                        | -                     | 17    | 6                      | -                   | 2                                       | 7  | 1       | 1                        | -                     |
| Copper                                      | 2         | 1                      | -                   | -                                       | -  | 1       | -                        | -                     | 2     | 1                      | -                   | -                                       | -  | -       | -                        | -                     |
| Iron and steel                              | 11        | 1                      | -                   | 2                                       | 7  | -       | 1                        | -                     | 10    | 1                      | -                   | 1                                       | 7  | -       | 1                        | -                     |
| Sheet metal products                        | 4         | 4                      | -                   | -                                       | -  | -       | -                        | -                     | 4     | 4                      | -                   | -                                       | -  | -       | -                        | -                     |
| Other metal and metal works                 | 1         | -                      | -                   | 1                                       | -  | -       | -                        | -                     | 1     | -                      | -                   | 1                                       | -  | -       | -                        | -                     |
| Paper and its products                      | 20        | 16                     | -                   | 2                                       | 1  | -       | -                        | 1                     | 14    | 10                     | -                   | 2                                       | 1  | -       | -                        | 1                     |
| Petroleum and its products                  | 529       | 28                     | 3                   | 9                                       | -  | 1       | 1                        | 487                   | 22    | 9                      | -                   | 1                                       | -  | 1       | 1                        | 10                    |
| Plumbing and heating eq'pt. and supplies    | 14        | 7                      | -                   | 5                                       | -  | -       | 2                        | -                     | 10    | 5                      | -                   | 3                                       | -  | -       | 2                        | -                     |
| Heating equipment (general line)            | 1         | 1                      | -                   | -                                       | -  | -       | 1                        | -                     | 1     | 1                      | -                   | -                                       | -  | -       | 1                        | -                     |
| Plumbing and heating eq'pt., (general line) | 8         | 4                      | -                   | 4                                       | -  | -       | -                        | -                     | 5     | 3                      | -                   | 2                                       | -  | -       | -                        | -                     |
| All other                                   | 5         | 3                      | -                   | 1                                       | -  | -       | 1                        | -                     | 4     | 2                      | -                   | 1                                       | -  | -       | 1                        | -                     |
| Tobacco and its products (except leaf)      | 20        | 18                     | -                   | -                                       | 2  | -       | -                        | -                     | 9     | 8                      | -                   | -                                       | 1  | -       | -                        | -                     |
| Waste materials                             | 25        | 24                     | -                   | -                                       | -  | 1       | -                        | -                     | 13    | 15                     | -                   | -                                       | -  | -       | -                        | -                     |
| Iron and steel scrap                        | 4         | 4                      | -                   | -                                       | -  | -       | -                        | -                     | 2     | 2                      | -                   | -                                       | -  | -       | -                        | -                     |
| Junk and scrap (general line)               | 19        | 18                     | -                   | -                                       | -  | 1       | -                        | -                     | 9     | 9                      | -                   | -                                       | -  | -       | -                        | -                     |
| Waste paper, rags and rubber                | 2         | 2                      | -                   | -                                       | -  | -       | -                        | -                     | 2     | 2                      | -                   | -                                       | -  | -       | -                        | -                     |
| All other products                          | 85        | 63                     | 5                   | 7                                       | 4  | -       | 3                        | 3                     | 59    | 40                     | 5                   | 7                                       | 5  | -       | 5                        | 3                     |
| Bags and bagging                            | 6         | 4                      | -                   | 2                                       | -  | -       | -                        | -                     | 5     | 3                      | -                   | -                                       | -  | -       | -                        | -                     |
| Beer  | 14        | 10                     | 4                   | -                                       | -  | -       | -                        | -                     | 5     | 2                      | 3                   | -                                       | -  | -       | -                        | -                     |
| Books and periodicals                       | 1         | 1                      | -                   | -                                       | -  | -       | -                        | -                     | 1     | 1                      | -                   | -                                       | -  | -       | -                        | -                     |
| Cordage and twine                           | 2         | 2                      | -                   | 1                                       | -  | -       | 1                        | -                     | 2     | 2                      | -                   | -                                       | -  | -       | 1                        | -                     |
| Flowers and nursery stock                   | 2         | 2                      | 4                   | -                                       | -  | -       | -                        | -                     | 4     | 4                      | -                   | -                                       | -  | -       | -                        | -                     |
| Forest products (except lumber)             | 9         | 2                      | 1                   | 2                                       | 1  | -       | 1                        | 2                     | 7     | 2                      | 2                   | -                                       | -  | -       | 1                        | 2                     |
| Leather                                     | 8         | 7                      | -                   | 1                                       | 1  | -       | -                        | -                     | 7     | 6                      | -                   | -                                       | 1  | -       | -                        | -                     |
| Leather goods                               | 5         | 5                      | -                   | -                                       | -  | -       | -                        | -                     | 4     | 4                      | -                   | -                                       | -  | -       | -                        | -                     |
| Newspapers and magazines                    | 5         | 4                      | -                   | -                                       | 1  | -       | -                        | -                     | 4     | 3                      | -                   | 1                                       | -  | -       | -                        | -                     |
| Oils and greases (animal and vegetable)     | 1         | -                      | -                   | -                                       | -  | -       | 1                        | -                     | 1     | 1                      | -                   | -                                       | -  | -       | 1                        | -                     |
| Rubber goods (general line)                 | 1         | -                      | -                   | -                                       | -  | -       | -                        | -                     | 1     | 1                      | -                   | -                                       | -  | -       | -                        | -                     |
| Wines and spirituous liquors                | 18        | 16                     | -                   | 1                                       | 1  | -       | -                        | -                     | 10    | 8                      | -                   | 1                                       | 1  | -       | -                        | -                     |
| Miscellaneous kinds of business             | 11        | 10                     | -                   | -                                       | -  | -       | 1                        | -                     | 8     | 7                      | -                   | -                                       | -  | -       | 1                        | -                     |

1/ The "All other types" consist of the following:

|                                    | THE STATE |                        | NEW ORLEANS |                        |   | THE STATE |                        | NEW ORLEANS |                        |
|------------------------------------|-----------|------------------------|-------------|------------------------|---|-----------|------------------------|-------------|------------------------|
|                                    | Total     | Wholesale<br>merchants | Total       | Wholesale<br>merchants |   | Total     | Wholesale<br>merchants | Total       | Wholesale<br>merchants |
| Exporters                          | 27        | 26                     | 8           | 8                      | Selling agents                              | 8         | 8                      | 1           | 1                      |
| Cotton                             | 15        | 14                     | 1           | 1                      | Dry goods (general line)                    | 1         | 1                      | 1           | 1                      |
| Grain                              | 5         | 3                      | 1           | 1                      | Foods                                       | 2         | 2                      | 2           | 2                      |
| Other food and grocery specialties | 1         | 1                      | 1           | 1                      | Other food and grocery specialties          | 2         | 2                      | 2           | 2                      |
| Lumber and millwork                | 7         | 7                      | 1           | 1                      | Lumber and millwork                         | 2         | 2                      | 2           | 2                      |
| Forest products (except lumber)    | 1         | 1                      | 1           | 1                      | Paper and its products                      | 1         | 1                      | 1           | 1                      |
| Importers                          | 22        | 22                     | 3           | 3                      | Other agents                                | 2         | 2                      | 3           | 3                      |
| Foods                              | 1         | 1                      | 1           | 1                      | Fruits and vegetables (fresh)               | 1         | 1                      | 1           | 1                      |
| Fruits and vegetables (fresh)      | 1         | 1                      | 1           | 1                      | Furniture                                   | 2         | 2                      | 1           | 1                      |
| Other food and grocery specialties | 18        | 18                     | 1           | 1                      | Bulk tank stations (petroleum)              | 484       | 10                     | 1           | 1                      |
| Brock and tile                     | 1         | 1                      | 1           | 1                      | Chain stores warehouse                      | 2         | 2                      | 2           | 2                      |
| Commission merchants               | 25        | 15                     | 1           | 1                      | Dry goods (general line)                    | 1         | 1                      | 1           | 1                      |
| No-tions                           | 1         | 1                      | 1           | 1                      | Groceries (general line)                    | 1         | 1                      | 1           | 1                      |
| Foods                              | 1         | 1                      | 1           | 1                      | Assemblers and country buyers               | 60        | 6                      | 6           | 6                      |
| Cotton                             | 2         | 2                      | 1           | 1                      | Cotton                                      | 3         | 1                      | 1           | 1                      |
| Grain                              | 1         | 1                      | 1           | 1                      | Grain                                       | 1         | 1                      | 1           | 1                      |
| Hides, skins, and furs (raw)       | 1         | 1                      | 1           | 1                      | Hides, skins, and furs (raw)                | 20        | 1                      | 2           | 1                      |
| Poultry and poultry products       | 1         | 1                      | 1           | 1                      | Horses and mules                            | 2         | 1                      | 1           | 1                      |
| Fruits and vegetables (fresh)      | 10        | 4                      | 1           | 1                      | Livestock                                   | 7         | -                      | 7           | -                      |
| Fish and sea foods                 | 1         | 1                      | 1           | 1                      | Other farm products-raw materials           | 1         | 1                      | 1           | 1                      |
| Other food and grocery specialties | 3         | 3                      | 3           | 3                      | Dairy products (general line)               | 3         | -                      | 3           | -                      |
| Petroleum and its products         | 3         | -                      | 3           | -                      | Milk and cream                              | 3         | 1                      | 2           | 1                      |
| Cordage and twine                  | 1         | 1                      | 1           | 1                      | Poultry and poultry products                | 2         | 1                      | 2           | 1                      |
| Explosives                         | 8         | 8                      | 8           | 8                      | Fruits and vegetables (fresh)               | 3         | -                      | 3           | -                      |
| Dry goods (general line)           | 1         | 1                      | 1           | 1                      | Other farm products-consumer goods          | 2         | -                      | 2           | -                      |
| Cotton                             | 1         | 1                      | 1           | 1                      | Fish and sea foods                          | 1         | 1                      | 1           | 1                      |
| Grain                              | 1         | 1                      | 1           | 1                      | Forest products (except lumber)             | 1         | 1                      | 1           | 1                      |
| General merchandize                | 1         | 1                      | 1           | 1                      | Cooperative marketing associations          | 63        | 4                      | 63          | 4                      |
| Lumber and millwork                | 1         | 1                      | 1           | 1                      | Cotton                                      | 1         | 2                      | 1           | 2                      |
| Import agents                      | 3         | 3                      | 3           | 3                      | Grain                                       | 3         | -                      | 3           | -                      |
| Other food and grocery specialties | 2         | 2                      | 2           | 2                      | Fruits and vegetables (fresh)               | 15        | 2                      | 15          | 2                      |
| Lumber and millwork                | 1         | 1                      | 1           | 1                      | Fertilizer                                  | 4         | -                      | 4           | -                      |
|                                    |           |                        |             |                        | Elevators (feed)                            | 1         | -                      | 1           | -                      |
|                                    |           |                        |             |                        | Cream stations (dairy and poultry products) | 1         | 1                      | 1           | 1                      |

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Table 2B.—STATE OF LOUISIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Num-<br>ber of<br>estab-<br>lish-<br>ments | Net sales        | TOTAL EXPENSES  |                             | Full-time<br>employees<br>(average) | PAY ROLL        |               | Stocks on<br>hand (end<br>of year) |
|---|--|------------------|-----------------|-----------------------------|-------------------------------------|-----------------|---------------|------------------------------------|
|   |  |                  | Amount          | Per-<br>cent<br>of<br>sales |                                     | Total           | Part-<br>time |                                    |
| <b>THE STATE</b>  | <b>2,097</b>                               | <b>\$455,321</b> | <b>\$54,170</b> | <b>11.9</b>                 | <b>17,962</b>                       | <b>\$23,385</b> | <b>\$516</b>  | <b>\$78,257</b>                    |
| Wholesalers proper  | 1,109                                      | 231,997          | 33,840          | 14.6                        | 12,060                              | 14,469          | 338           | 50,319                             |
| Manufacturers' sales branches                               | 221  | 82,054           | 10,343          | 12.6                        | 2,423                               | 3,611           | 47            | 7,921                              |
| Agents and brokers  | 166  | 56,951           | 1,411           | 2.5                         | 439                                 | 717             | 12            | 651                                |
| All other types   | 601  | 84,319           | 8,576           | 10.2                        | 3,040                               | 4,588           | 118           | 19,366                             |
| <b>WHOLESALESAERS PROPER</b>                                |  |                  |                 |                             |                                     |                 |               |                                    |
| Amusement and sporting goods                                | 10   | 245              | 89              | 36.3                        | 31                                  | 39              | 2             | 31                                 |
| Moving picture films  | 3  | 81               | 32              | 14                          | 14                                  | 19              | -             | 2                                  |
| All other   | 7  | 164              | 57              | 17                          | 17                                  | 20              | 2             | 29                                 |
| Automotive products   | 40   | 3,731            | 1,171           | 31.4                        | 488                                 | 595             | 5             | 767                                |
| Automobiles and other motor vehicles                        | 4  | 323              | 80              | 25                          | 33                                  | -               | -             | 39                                 |
| Automotive equipment, accessories & parts                   | 32   | 2,878            | 969             | 34                          | 400                                 | 505             | 5             | 687                                |
| Tires and tubes   | 4  | 325              | 102             | 31                          | 56                                  | 57              | -             | 41                                 |
| Chemicals   | 12   | 1,272            | 269             | 21.1                        | 87                                  | 132             | 3             | 237                                |
| Paints and varnishes  | 7  | 459              | 160             | 35                          | 59                                  | 90              | -             | 132                                |
| All other   | 5  | 813              | 109             | 13                          | 28                                  | 42              | 3             | 105                                |
| Clothing and furnishings                                    | 19   | 2,640            | 462             | 17.5                        | 191                                 | 234             | 2             | 321                                |
| Clothing, men's and boys'                                   | 5  | 1,248            | 191             | 15                          | 108                                 | 149             | -             | 114                                |
| Furnishings, (general line)                                 | 3  | 184              | 35              | 19                          | 9                                   | 13              | 2             | 38                                 |
| Furnishings, men's and boys'                                | 4  | 308              | 78              | 25                          | 27                                  | 19              | -             | 31                                 |
| Shoes and other footwear                                    | 3  | 365              | 76              | 21                          | 15                                  | 25              | -             | 34                                 |
| All other   | 4  | 537              | 62              | 11                          | 31                                  | 28              | -             | 104                                |
| Coal  | 3  | 45               | 18              | 40                          | 5                                   | 5               | 1             | 1                                  |
| Drugs and drug sundries                                     | 13   | 5,596            | 1,130           | 17.1                        | 409                                 | 527             | 1             | 1,223                              |
| Drugs (general line)  | 9  | 5,707            | 1,004           | 17.6                        | 393                                 | 490             | -             | 1,212                              |
| All other   | 4  | 889              | 126             | 14                          | 16                                  | 37              | 1             | 11                                 |
| Dry goods   | 19   | 6,981            | 1,203           | 17.2                        | 368                                 | 571             | 6             | 1,154                              |
| Dry goods (general line)                                    | 12   | 5,557            | 919             | 16.5                        | 241                                 | 444             | 6             | 892                                |
| Notions   | 4  | 305              | 125             | 41                          | 95                                  | 73              | -             | 10                                 |
| All other   | 3  | 1,319            | 159             | 12                          | 32                                  | 54              | -             | 252                                |
| Electrical goods  | 19   | 2,922            | 721             | 24.7                        | 273                                 | 401             | 2             | 549                                |
| Electrical appliances, equipment and<br>supplies            | 15   | 1,984            | 514             | 26                          | 192                                 | 292             | 2             | 354                                |
| All other   | 6  | 938              | 207             | 22                          | 81                                  | 109             | -             | 195                                |
| Farm products—raw materials                                 | 55   | 32,958           | 6,223           | 11.7                        | 470                                 | 865             | 24            | 29,098                             |
| Cotton  | 25   | 46,705           | 5,152           | 11                          | 336                                 | 630             | 15            | 29,590                             |
| Wool  | 5  | 3,915            | 405             | 10                          | 49                                  | 72              | 3             | 275                                |
| Hides, skins, and furs (raw)                                | 18   | 2,262            | 226             | 10                          | 80                                  | 105             | 1             | 228                                |
| All other   | 7  | 86               | 29              | 33                          | 5                                   | 8               | 5             | 5                                  |
| Farm products—consumer goods                                | 105  | 25,570           | 3,609           | 14.1                        | 1,906                               | 1,837           | 21            | 366                                |
| Dairy products (general line)                               | 13   | 1,221            | 715             | 58                          | 286                                 | 317             | 3             | 22                                 |
| Milk and cream  | 12   | 233              | 134             | 57                          | 64                                  | 49              | -             | 2                                  |
| Poultry and poultry products                                | 17   | 1,081            | 142             | 13                          | 90                                  | 94              | 1             | 3                                  |
| Dairy and poultry products                                  | 4  | 1,237            | 82              | 7                           | 42                                  | 43              | 1             | 21                                 |
| Fruits and vegetables (fresh)                               | 50   | 20,478           | 1,960           | 10                          | 1,170                               | 1,083           | 16            | 305                                |
| All other   | 3  | 1,320            | 576             | 43                          | 264                                 | 261             | -             | 13                                 |
| Farm supplies   | 18   | 2,390            | 458             | 19.2                        | 137                                 | 174             | 32            | 226                                |
| Feed  | 12   | 1,509            | 294             | 19                          | 105                                 | 124             | 24            | 165                                |
| All other   | 6  | 481              | 164             | 34                          | 32                                  | 50              | 8             | 61                                 |

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## WHOLESALE DISTRIBUTION: 1933

Table 25.—STATE OF LOUISIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALESALE PROPER: (continued)                           |                                       |           |                |                             |                                     |          |               |                                    |
| Furniture and home furnishings                              | 12                                    | \$1,485   | \$563          | 24.4                        | 134                                 | \$176    | \$1           | \$301                              |
| China, glassware and crockery                               | 5                                     | 654       | 137            |                             | 56                                  | 79       | -             | 141                                |
| House furnishings (except floor coverings and furniture)    | 4                                     | 378       | 143            |                             | 48                                  | 56       | 1             | 68                                 |
| All other   | 3                                     | 453       | 78             |                             | 30                                  | 41       | -             | 98                                 |
| Groceries and foods (except farm products)                  | 473                                   | 30,972    | 9,130          | 11.3                        | 3,952                               | 4,454    | 90            | 7,832                              |
| Groceries (general line)                                    | 118                                   | 34,954    | 3,725          |                             | 1,508                               | 1,840    | 23            | 3,559                              |
| Confectionery and soft drinks                               | 111                                   | 5,219     | 1,218          |                             | 396                                 | 630      | 7             | 1,110                              |
| Fish and sea foods  | 49                                    | 1,418     | 494            |                             | 293                                 | 179      | 39            | 150                                |
| Meats and meat products                                     | 30                                    | 3,422     | 554            |                             | 319                                 | 289      | 2             | 69                                 |
| All other food and grocery specialties                      | 165                                   | 35,260    | 3,141          |                             | 1,236                               | 1,496    | 19            | 3,964                              |
| Hardware  | 16                                    | 5,135     | 1,084          | 21.1                        | 435                                 | 547      | 7             | 1,659                              |
| Jewelry and optical goods                                   | 7                                     | 401       | 132            | 32.9                        | 70                                  | 83       | 4             | 124                                |
| Jewelry (general line)                                      | 3                                     | 317       | 92             |                             | 48                                  | 39       | 4             | 270                                |
| All other   | 4                                     | 84        | 40             |                             | 22                                  | 24       | -             | 14                                 |
| Lumber and building materials (other than metal)            | 32                                    | 4,788     | 961            | 20.1                        | 378                                 | 466      | 33            | 653                                |
| Lumber and millwork   | 15                                    | 3,370     | 509            |                             | 249                                 | 259      | 2             | 314                                |
| All other   | 17                                    | 1,418     | 452            |                             | 129                                 | 207      | 31            | 339                                |
| Machinery, eqpt., & supplies (except electrical)            | 85                                    | 11,352    | 2,656          | 23.4                        | 1,070                               | 1,366    | 14            | 2,742                              |
| Commercial machinery, equipment & supplies                  | 6                                     | 647       | 170            |                             | 90                                  | 89       | 2             | 160                                |
| Industrial machinery, equipment & supplies                  | 43                                    | 7,668     | 1,755          |                             | 662                                 | 855      | 8             | 1,784                              |
| Mill and mine supplies (general line)                       | 30                                    | 6,523     | 1,462          |                             | 555                                 | 722      | 6             | 1,488                              |
| All other   | 15                                    | 1,045     | 293            |                             | 107                                 | 133      | 2             | 296                                |
| Professional equipment and supplies                         | 11                                    | 615       | 209            |                             | 110                                 | 127      | -             | 166                                |
| Services equipment and supplies                             | 12                                    | 284       | 92             |                             | 61                                  | 49       | -             | 83                                 |
| Barber and beauty parlor                                    | 7                                     | 226       | 69             |                             | 51                                  | 36       | -             | 44                                 |
| All other   | 5                                     | 59        | 23             |                             | 10                                  | 13       | -             | 39                                 |
| Transportation equipment and supplies                       | 8                                     | 1,660     | 314            |                             | 117                                 | 186      | 3             | 425                                |
| Other machinery, equipment and supplies                     | 5                                     | 578       | 116            |                             | 30                                  | 50       | 1             | 124                                |
| Metals (except scrap)                                       | 6                                     | 1,060     | 208            | 19.6                        | 99                                  | 113      | 3             | 214                                |
| Paper and its products                                      | 16                                    | 2,698     | 669            | 25.5                        | 211                                 | 355      | 9             | 785                                |
| Petroleum and its products                                  | 31                                    | 7,762     | 1,516          | 20.8                        | 397                                 | 633      | 28            | 1,534                              |
| Plumbing & heating equipment & supplies                     | 7                                     | 287       | 76             | 26.5                        | 34                                  | 38       | 1             | 67                                 |
| Plumbing and heating eqpt. (general line)                   | 4                                     | 233       | 60             |                             | 26                                  | 31       | 1             | 53                                 |
| All other   | 3                                     | 54        | 16             |                             | 8                                   | 7        | -             | 14                                 |
| Tobacco and its products (except leaf)                      | 19                                    | 5,000     | 428            | 8.6                         | 225                                 | 239      | 1             | 173                                |
| Waste materials   | 24                                    | 1,803     | 327            | 18.1                        | 221                                 | 161      | 19            | 264                                |
| Junk and scrap (general line)                               | 18                                    | 299       | 84             |                             | 78                                  | 41       | 2             | 40                                 |
| All other   | 6                                     | 1,504     | 243            |                             | 145                                 | 120      | 16            | 224                                |
| All other products  | 69                                    | 3,694     | 842            | 21.6                        | 487                                 | 488      | 30            | 738                                |
| Bags and bagging  | 4                                     | 213       | 59             |                             | 45                                  | 23       | 9             | 53                                 |
| Beer  | 14                                    | 619       | 137            |                             | 133                                 | 86       | -             | 107                                |
| Flowers and nursery stock                                   | 4                                     | 75        | 15             |                             | 6                                   | 6        | 1             | 7                                  |
| Forest products (except lumber)                             | 4                                     | 111       | 68             |                             | 14                                  | 36       | 16            | 6                                  |
| Leather   | 7                                     | 233       | 64             |                             | 31                                  | 96       | -             | 80                                 |
| Leather goods   | 5                                     | 230       | 48             |                             | 28                                  | 37       | -             | 46                                 |
| Newspapers and magazines                                    | 4                                     | 553       | 140            |                             | 11                                  | 96       | -             | 65                                 |
| Wines and spirituous liquors                                | 16                                    | 733       | 77             |                             | 26                                  | 31       | 1             | 229                                |
| Miscellaneous kinds of business                             | 11                                    | 1,107     | 238            |                             | 114                                 | 133      | 5             | 145                                |

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Table 2B.—STATE OF LOUISIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales       | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL       |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------------|----------------|-----------------------------|-------------------------------------|----------------|---------------|------------------------------------|
|   |                                       |                 | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total          | Part-<br>time |                                    |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |                 |                |                             |                                     |                |               |                                    |
| <b>WITH STOCKS</b>  | <b>181</b>                            | <b>\$68,267</b> | <b>\$9,540</b> | <b>14.0</b>                 | <b>2,218</b>                        | <b>\$3,217</b> | <b>\$54</b>   | <b>\$7,921</b>                     |
| Amusement and sporting goods                                | 5                                     | 877             | 205            | 23.4                        | 77                                  | 124            | -             | 12                                 |
| Automotive products   | 7                                     | 2,581           | 404            | 15.7                        | 84                                  | 174            | 1             | 351                                |
| Chemicals   | 10                                    | 3,414           | 327            | 9.6                         | 33                                  | 71             | -             | 655                                |
| Drugs and drug sundries                                     | 7                                     | 2,227           | 352            | 15.4                        | 95                                  | 163            | 1             | 174                                |
| Electrical goods  | 3                                     | 1,258           | 180            | 14.3                        | 31                                  | 57             | -             | 67                                 |
| Farm supplies   | 3                                     | 1,186           | 131            | 11.0                        | 143                                 | 55             | -             | 499                                |
| Furniture and house furnishings                             | 4                                     | 293             | 75             | 25.6                        | 29                                  | 39             | -             | 31                                 |
| Groceries and foods (except farm products)                  | 55                                    | 46,487          | 5,561          | 12.0                        | 894                                 | 1,321          | 11            | 3,814                              |
| Jewelry and optical goods                                   | 4                                     | 132             | 50             | 37.9                        | 25                                  | 29             | -             | 17                                 |
| Lumber and building material (other than metal)             | 4                                     | 1,509           | 229            | 15.1                        | 86                                  | 155            | 4             | 95                                 |
| Machinery, exp't. and supplies (except electrical)          | 82                                    | 4,834           | 1,375          | 28.3                        | 503                                 | 668            | 16            | 1,328                              |
| Metals (except scrap)                                       | 3                                     | 301             | 61             | 30.3                        | 11                                  | 21             | -             | 87                                 |
| Petroleum and its products                                  | 9                                     | 499             | 195            | 39.1                        | 41                                  | 96             | -             | 50                                 |
| Plumbing & heating equipment and supplies                   | 5                                     | 771             | 229            | 29.7                        | 79                                  | 100            | 1             | 185                                |
| All other kinds of business                                 | 10                                    | 2,198           | 266            | 13.1                        | 87                                  | 144            | -             | 556                                |
| <b>WITHOUT STOCKS</b>                                       | <b>40</b>                             | <b>15,787</b>   | <b>893</b>     | <b>5.8</b>                  | <b>205</b>                          | <b>394</b>     | <b>13</b>     | <b>-</b>                           |
| Amusement and sporting goods                                | 4                                     | 421             | 166            | 39.4                        | 55                                  | 79             | -             | -                                  |
| Lumber & building materials (other than metal)              | 3                                     | 866             | 43             | 5.0                         | 9                                   | 19             | -             | -                                  |
| Machinery, exp't. & supplies (except electrical)            | 12                                    | 3,157           | 115            | 3.6                         | 30                                  | 54             | 1             | -                                  |
| Metals (except scrap)                                       | 7                                     | 5,041           | 152            | 3.0                         | 28                                  | 88             | 11            | -                                  |
| All other kinds of business                                 | 14                                    | 4,302           | 327            | 7.6                         | 83                                  | 154            | 1             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                       |                 |                |                             |                                     |                |               |                                    |
| <b>BROKERS</b>  | <b>65</b>                             | <b>33,133</b>   | <b>494</b>     | <b>1.5</b>                  | <b>173</b>                          | <b>267</b>     | <b>2</b>      | <b>175</b>                         |
| Farm products-consumer goods                                | 7                                     | 1,685           | 40             | 2.4                         | 18                                  | 22             | 1             | 8                                  |
| Groceries and foods (except farm products)                  | 49                                    | 29,254          | 411            | 1.4                         | 141                                 | 231            | 1             | 157                                |
| All other kinds of business                                 | 9                                     | 2,194           | 35             | 1.5                         | 16                                  | 14             | -             | 10                                 |
| <b>COMMISSION MERCHANTS</b>                                 | <b>25</b>                             | <b>7,037</b>    | <b>285</b>     | <b>4.1</b>                  | <b>78</b>                           | <b>132</b>     | <b>7</b>      | <b>180</b>                         |
| Farm products-non materials                                 | 4                                     | 2,779           | 81             | 2.9                         | 21                                  | 56             | -             | -                                  |
| Farm products-consumer goods                                | 11                                    | 947             | 35             | 3.7                         | 20                                  | 21             | 3             | 6                                  |
| Groceries and foods (except farm products)                  | 4                                     | 841             | 26             | 4.1                         | 7                                   | 11             | 4             | 1                                  |
| Petroleum and its products                                  | 3                                     | 19              | 7              | 35.8                        | 4                                   | 2              | -             | -                                  |
| All other kinds of business                                 | 3                                     | 2,651           | 136            | 5.1                         | 26                                  | 42             | -             | 173                                |
| <b>EXPORT AGENTS</b>  | <b>8</b>                              | <b>2,126</b>    | <b>114</b>     | <b>5.4</b>                  | <b>25</b>                           | <b>38</b>      | <b>-</b>      | <b>171</b>                         |
| Lumber & building materials (other than metal)              | 3                                     | 162             | 16             | 9.9                         | 2                                   | 1              | -             | 3                                  |
| All other kinds of business                                 | 5                                     | 1,964           | 98             | 5.0                         | 23                                  | 37             | -             | 168                                |
| <b>IMPORT AGENTS</b>  | <b>5</b>                              | <b>63</b>       | <b>6</b>       | <b>9.5</b>                  | <b>3</b>                            | <b>4</b>       | <b>-</b>      | <b>1</b>                           |
| <b>MANUFACTURING AGENTS</b>                                 | <b>54</b>                             | <b>11,418</b>   | <b>438</b>     | <b>3.8</b>                  | <b>141</b>                          | <b>235</b>     | <b>2</b>      | <b>119</b>                         |
| Clothing and furnishings                                    | 3                                     | 99              | 3              | 3.0                         | -                                   | -              | -             | -                                  |
| Dry goods   | 3                                     | 430             | 2              | 0.5                         | 2                                   | -              | -             | -                                  |
| Groceries and foods (except farm products)                  | 16                                    | 7,531           | 95             | 1.2                         | 42                                  | 62             | -             | -                                  |
| Machinery, exp't. & supplies (except electrical)            | 16                                    | 1,730           | 214            | 12.4                        | 55                                  | 121            | 2             | 58                                 |
| All other kinds of business                                 | 16                                    | 1,628           | 126            | 7.7                         | 42                                  | 62             | -             | 61                                 |
| <b>SELLING AGENTS</b>                                       | <b>8</b>                              | <b>2,072</b>    | <b>95</b>      | <b>2.7</b>                  | <b>12</b>                           | <b>31</b>      | <b>-</b>      | <b>5</b>                           |
| Dry goods   | 3                                     | 1,766           | 31             | 1.8                         | 7                                   | 21             | -             | -                                  |
| All other kinds of business                                 | 5                                     | 306             | 24             | 7.8                         | 5                                   | 10             | -             | 5                                  |
| <b>OTHER AGENTS</b>   | <b>5</b>                              | <b>1,108</b>    | <b>29</b>      | <b>2.6</b>                  | <b>5</b>                            | <b>10</b>      | <b>1</b>      | <b>-</b>                           |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF LOUISIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of<br>year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|---------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                       |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                       |
| BULK TANK STATIONS (petroleum)                              | 484                                   | \$26,856  | \$6,416        | 23.9                        | 2,125                               | \$3,238  | \$97          | \$1,457                               |
| ASSEMBLERS AND COUNTRY BUYERS                               | 60                                    | 4,272     | 321            | 7.5                         | 160                                 | 131      | 16            | 172                                   |
| Farm products—raw materials                                 | 40                                    | 5,610     | 152            | 4.2                         | 75                                  | 48       | 3             | 125                                   |
| Farm products—consumer goods                                | 17                                    | 508       | 104            | 20.8                        | 59                                  | 43       | 13            | 9                                     |
| All other kinds of business                                 | 3                                     | 154       | 65             | 42.2                        | 20                                  | 42       | —             | 33                                    |
| <b>COOPERATIVE MARKET ASSOCIATIONS</b>                      |                                       |           |                |                             |                                     |          |               |                                       |
| Farm products—raw materials                                 | 55                                    | 48,737    | 1,652          | 3.4                         | 687                                 | 1,140    | 5             | 17,530                                |
| Farm products—consumer goods                                | 34                                    | 46,937    | 1,533          | 3.3                         | 532                                 | 1,088    | —             | 17,486                                |
| Farm products—consumer goods                                | 15                                    | 1,748     | 106            | 6.1                         | 45                                  | 44       | 4             | 45                                    |
| Farm supplies   | 4                                     | 52        | 13             | 25.0                        | 10                                  | 8        | 1             | 1                                     |
| <b>OTHER TYPES</b>  |                                       |           |                |                             |                                     |          |               |                                       |
|   | 4                                     | 4,454     | 187            | 4.2                         | 68                                  | 79       | 10            | 197                                   |
| <b>NEW ORLEANS</b>  |                                       |           |                |                             |                                     |          |               |                                       |
|   | 871                                   | 323,452   | 34,360         | 10.6                        | 11,259                              | 14,434   | 236           | 54,663                                |
| Wholesalers proper  | 573                                   | 149,966   | 20,763         | 13.8                        | 7,527                               | 8,834    | 146           | 29,097                                |
| Manufacturers' sales branches                               | 143                                   | 70,795    | 8,716          | 12.3                        | 1,896                               | 2,898    | 29            | 6,963                                 |
| Agents and brokers  | 132                                   | 50,471    | 1,239          | 2.5                         | 382                                 | 669      | 6             | 625                                   |
| All other types   | 23                                    | 52,220    | 3,642          | 7.0                         | 1,454                               | 2,033    | 55            | 17,974                                |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                       |
| Amusement and sporting goods                                | 9                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                   |
| Automotive products   | 19                                    | 2,292     | 751            | 32.9                        | 315                                 | 346      | 5             | 434                                   |
| Automotive equipment, accessories & parts                   | 15                                    | 1,789     | 635            | —                           | 237                                 | 304      | 5             | 374                                   |
| All other   | 3                                     | 493       | 96             | —                           | 58                                  | 42       | —             | 60                                    |
| Chemicals   | 10                                    | 1,034     | 189            | 18.3                        | 68                                  | 94       | 5             | 169                                   |
| Industrial chemicals  | 3                                     | 679       | 58             | —                           | 16                                  | 24       | 2             | 52                                    |
| All other   | 7                                     | 355       | 131            | —                           | 50                                  | 70       | 1             | 117                                   |
| Clothing and furnishing                                     | 16                                    | 2,308     | 398            | 17.0                        | 171                                 | 214      | 2             | 275                                   |
| Clothing, men's and boys'                                   | 5                                     | 1,249     | 191            | —                           | 108                                 | 149      | —             | 114                                   |
| Furnishing, men's and boys'                                 | 4                                     | 509       | 78             | —                           | 27                                  | 19       | 2             | 31                                    |
| All other   | 7                                     | 752       | 123            | —                           | 36                                  | 46       | —             | 130                                   |
| Drugs and drug sundries                                     | 5                                     | 4,444     | 800            | 18.0                        | 259                                 | 339      | —             | 746                                   |
| Dry goods   | 13                                    | 5,505     | 923            | 16.9                        | 505                                 | 443      | —             | 517                                   |
| Dry goods (general line)                                    | 6                                     | 5,022     | 644            | —                           | 175                                 | 31.6     | —             | 655                                   |
| Notions   | 4                                     | 305       | 125            | —                           | 95                                  | 75       | —             | 10                                    |
| All other   | 3                                     | 1,319     | 159            | —                           | 38                                  | 54       | —             | 252                                   |
| Electrical goods  | 13                                    | 2,222     | 530            | 23.9                        | 208                                 | 297      | 1             | 415                                   |
| Electrical appliances eqpt. & supplies                      | 5                                     | 752       | 171            | —                           | 68                                  | 90       | 1             | 118                                   |
| Radios and radio equipment                                  | 3                                     | 367       | 79             | —                           | 35                                  | 44       | —             | 72                                    |
| All other   | 5                                     | 1,103     | 280            | —                           | 101                                 | 153      | —             | 238                                   |
| Farm products—raw materials                                 | 41                                    | 38,854    | 4,519          | 11.9                        | 343                                 | 610      | 15            | 15,725                                |
| Cotton  | 21                                    | 35,622    | 4,102          | —                           | 248                                 | 498      | 15            | 16,505                                |
| Olein   | 3                                     | 3,161     | 319            | —                           | 14                                  | 27       | —             | 209                                   |
| All other   | 17                                    | 2,071     | 198            | —                           | 61                                  | 84       | —             | 215                                   |
| Farm products—consumer goods                                | 62                                    | 20,910    | 2,358          | 11.3                        | 1,394                               | 1,303    | 11            | 69                                    |
| Dairy products (general line)                               | 5                                     | 134       | 70             | —                           | 36                                  | 35       | —             | 3                                     |
| Poultry and poultry products                                | 14                                    | 842       | 96             | —                           | 31                                  | 54       | 1             | 2                                     |
| Dairy and poultry products                                  | 3                                     | 1,251     | 81             | —                           | 48                                  | 3        | —             | 31                                    |
| Fruits and vegetables (fresh)                               | 30                                    | 17,385    | 1,807          | —                           | 948                                 | 897      | —             | 55                                    |
| All other   | 5                                     | 1,378     | 604            | —                           | 285                                 | 276      | —             | 10                                    |



## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF LOUISIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Num-<br>ber of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|--|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WITH STOCKS (continued)                                     |  |           |                |                             |                                     |          |               |                                    |
| Drugs and drug sundries                                     | 7  | \$2,207   | \$362          | 16.4                        | 95                                  | \$163    | \$1           | \$174                              |
| Electrical goods  | 3  | 1,258     | 120            | 9.5                         | 31                                  | 57       | -             | 67                                 |
| Furniture and house furnishings                             | 4  | 293       | 75             | 25.6                        | 29                                  | 39       | -             | 31                                 |
| Groceries and foods (except farm products)                  | 21   | 40,039    | 4,728          | 11.8                        | 597                                 | 926      | 4             | 3,533                              |
| Lumber and building materials (other than metal)            | 3  | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| Machinery, equipment and supplies (except electrical)       | 32   | 3,294     | 929            | 28.5                        | 377                                 | 489      | 4             | 796                                |
| Plumbing and heating equipment & supplies                   | 5  | 590       | 179            | 30.3                        | 63                                  | 81       | 1             | 145                                |
| All other kinds of business                                 | 17   | 3,840     | 567            | 14.8                        | 268                                 | 275      | 2             | 1,161                              |
|   | 32   | 11,318    | 694            | 6.1                         | 174                                 | 371      | 15            | -                                  |
| WITHOUT STOCKS  |  |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 4  | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | -                                  |
| Machinery, equipment and supplies (except electrical)       | 11   | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | -                                  |
| Metals (except scrap)                                       | 7  | 5,041     | 152            | 3.0                         | 28                                  | 88       | 11            | -                                  |
| All other kinds of business                                 | 10   | 2,486     | 264            | 10.6                        | 64                                  | 117      | 1             | -                                  |
| AGENTS AND BROKERS  |  |           |                |                             |                                     |          |               |                                    |
| BROKERS   |  |           |                |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 53   | 30,010    | 396            | 1.3                         | 142                                 | 241      | -             | 166                                |
| Groceries and foods (except farm products)                  | 3  | 949       | 23             | 2.4                         | 11                                  | 17       | -             | 5                                  |
| All other kinds of business                                 | 43   | 26,972    | 545            | 1.3                         | 124                                 | 219      | -             | 149                                |
|   | 7  | 2,089     | 18             | 0.9                         | 7                                   | 5        | -             | 2                                  |
| COMMISSION MERCHANTS  |  |           |                |                             |                                     |          |               |                                    |
| Farm products-raw materials                                 | 15   | 6,624     | 259            | 3.9                         | 64                                  | 128      | 4             | 177                                |
| Farm products-consumer goods                                | 5  | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| Groceries and foods (except farm products)                  | 4  | 641       | 26             | 4.1                         | 7                                   | 11       | 4             | 1                                  |
| All other kinds of business                                 | 5  | 2,651     | 136            | 5.1                         | 26                                  | 42       | -             | 173                                |
| EXPORT AGENTS   |  |           |                |                             |                                     |          |               |                                    |
| Lumber and building materials (other than metal)            | 2  | 2,126     | 114            | 5.4                         | 25                                  | 36       | -             | 171                                |
| All other kinds of business                                 | 3  | 162       | 16             | 9.9                         | 2                                   | 1        | -             | 3                                  |
|   | 5  | 1,964     | 98             | 5.0                         | 23                                  | 37       | -             | 168                                |
| IMPORT AGENTS   |  |           |                |                             |                                     |          |               |                                    |
| MANUFACTURERS' AGENTS                                       |  |           |                |                             |                                     |          |               |                                    |
| Clothing and furnishings                                    | 45   | 9,576     | 419            | 4.4                         | 156                                 | 227      | 1             | 116                                |
| Dry goods   | 3  | 99        | 5              | 5.0                         | -                                   | -        | -             | -                                  |
| Groceries and foods (except farm products)                  | 3  | 430       | 2              | 0.5                         | 2                                   | -        | -             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 13   | 5,759     | 85             | 1.5                         | 40                                  | 58       | 1             | 28                                 |
| All other kinds of business                                 | 11   | 1,661     | 204            | 12.3                        | 53                                  | 118      | -             | 57                                 |
|   | 15   | 1,628     | 125            | 7.7                         | 41                                  | 51       | -             | 31                                 |
| SELLING AGENTS  |  |           |                |                             |                                     |          |               |                                    |
| Dry goods   | 2  | 2,072     | 55             | 2.7                         | 12                                  | 31       | 1             | 5                                  |
| All other kinds of business                                 | 3  | 1,766     | 31             | 1.8                         | 7                                   | 21       | -             | 5                                  |
|   | 5  | 306       | 24             | 7.8                         | 5                                   | 10       | 1             | -                                  |
| ALL OTHER TYPES   |  |           |                |                             |                                     |          |               |                                    |
| BULK TANK STATIONS (petroleum)                              |  |           |                |                             |                                     |          |               |                                    |
| ASSEMBLERS AND COUNTRY BUYERS                               | 10   | 7,333     | 1,946          | 26.5                        | 802                                 | 920      | 45            | 256                                |
|   | 6  | 1,636     | 109            | 6.7                         | 23                                  | 40       | 2             | 69                                 |
| Farm products-raw materials                                 | 3  | 1,518     | 68             | 4.3                         | 13                                  | 14       | -             | 40                                 |
| All other kinds of business                                 | 3  | 113       | 44             | 37.3                        | 12                                  | 22       | 2             | 29                                 |
| COOPERATIVE MARKETING ASSOCIATIONS                          |  |           |                |                             |                                     |          |               |                                    |
| OTHER TYPES   | 4  | 26,934    | 1,427          | 5.7                         | 575                                 | 1,004    | -             | 17,497                             |
|   | 5  | 4,267     | 160            | 3.7                         | 64                                  | 68       | 2             | 160                                |

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## WHOLESALE DISTRIBUTION: 1933

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Table 23.—STATE OF LOUISIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 50,000 TO 100,000 POPULATION                      |                                       |           |                |                             |                                     |          |               |                                    |
| <b>SHREVEPORT</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 156                                   | \$31,090  | \$5,681        | 18.9                        | 2,015                               | \$2,745  | \$75          | \$3,446                            |
| Wholesale proper  | 107                                   | 23,364    | 4,791          | 20.5                        | 1,637                               | 2,205    | 65            | 2,825                              |
| Manufacturers' sales branches                               | 31                                    | 5,796     | 774            | 13.4                        | 271                                 | 368      | 6             | 528                                |
| Agents and brokers  | 7                                     | 337       | 14             | 4.2                         | 3                                   | 4        | 1             | 1                                  |
| All other types 1/  | 11                                    | 1,593     | 302            | 19.0                        | 104                                 | 168      | 3             | 92                                 |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 8                                     | 543       | 188            | 34.6                        | 73                                  | 113      | -             | 124                                |
| Electrical goods  | 4                                     | 594       | 158            | 26.6                        | 49                                  | 98       | 1             | 122                                |
| Farm products-consumer goods                                | 8                                     | 2,482     | 794            | 32.0                        | 330                                 | 366      | 1             | 81                                 |
| Groceries and foods (except farm products)                  | 18                                    | 4,160     | 556            | 12.9                        | 236                                 | 250      | 4             | 392                                |
| Lumber and building materials (other than metal)            | 4                                     | 522       | 219            | 42.0                        | 60                                  | 91       | 22            | 132                                |
| Machinery, equipment and supplies (except electrical)       | 24                                    | 2,366     | 590            | 24.9                        | 209                                 | 279      | 4             | 440                                |
| Petroleum and its products                                  | 8                                     | 6,568     | 1,281          | 19.5                        | 256                                 | 472      | 25            | 587                                |
| Tobacco and its products (except leaf)                      | 4                                     | 673       | 61             | 9.1                         | 34                                  | 25       | 1             | 20                                 |
| Waste materials   | 3                                     | 66        | 27             | 40.9                        | 37                                  | 21       | -             | 17                                 |
| All other kinds of business 2/                              | 26                                    | 5,390     | 937            | 17.4                        | 353                                 | 490      | 7             | 910                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 9                                     | 2,319     | 351            | 15.1                        | 128                                 | 173      | 2             | 97                                 |
| Machinery, equipment and supplies (except electrical)       | 12                                    | 658       | 229            | 26.7                        | 79                                  | 99       | 3             | 320                                |
| All other kinds of business 3/                              | 10                                    | 2,619     | 194            | 7.4                         | 64                                  | 96       | 1             | 111                                |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 54        | 10             | 18.5                        | 2                                   | 3        | 1             | 1                                  |
| All other kinds of business 4/                              | 3                                     | 283       | 4              | 1.4                         | 1                                   | 1        | -             | -                                  |
| CITIES OF 20,000 TO 50,000 POPULATION                       |                                       |           |                |                             |                                     |          |               |                                    |
| <b>ALEXANDRIA</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 43                                    | 5,320     | 894            | 16.6                        | 334                                 | 445      | 10            | 766                                |
| Wholesale proper  | 25                                    | 3,262     | 539            | 16.5                        | 230                                 | 283      | 6             | 553                                |
| All other types   | 18                                    | 2,058     | 346            | 16.8                        | 114                                 | 162      | 4             | 213                                |
| Farm products-consumer goods                                | 3                                     | 208       | 28             | 13.5                        | 14                                  | 12       | 3             | 9                                  |
| Groceries and foods (except farm products)                  | 14                                    | 2,921     | 328            | 11.2                        | 132                                 | 156      | 3             | 212                                |
| Petroleum and its products                                  | 8                                     | 604       | 166            | 27.5                        | 48                                  | 82       | 2             | 138                                |
| All other kinds of business                                 | 18                                    | 1,587     | 362            | 22.8                        | 140                                 | 193      | 2             | 407                                |
| <b>BACH ROUGE</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 43                                    | 7,590     | 1,334          | 17.6                        | 453                                 | 641      | 11            | 938                                |
| Wholesale proper  | 30                                    | 4,508     | 859            | 19.1                        | 339                                 | 400      | 6             | 784                                |
| All other types   | 13                                    | 3,348     | 525            | 15.7                        | 114                                 | 241      | 5             | 154                                |
| Farm products-consumer goods                                | 4                                     | 554       | 62             | 11.2                        | 23                                  | 24       | -             | 4                                  |
| Groceries and foods (except farm products)                  | 21                                    | 4,662     | 719            | 15.4                        | 271                                 | 316      | 4             | 567                                |
| Petroleum and its products                                  | 4                                     | 1,502     | 314            | 20.9                        | 39                                  | 148      | 5             | 35                                 |
| All other kinds of business                                 | 14                                    | 1,132     | 289            | 25.5                        | 121                                 | 153      | 2             | 370                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF LOUISIANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS  | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|--|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|  |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| MONROE   |                                       |           |                |                             |                                     |          |               |                                    |
|  | 49                                    | \$10,356  | \$1,321        | 12.8                        | 476                                 | \$596    | \$8           | \$1,174                            |
| Wholesalers proper   | 32                                    | 6,432     | 1,010          | 15.7                        | 373                                 | 430      | 6             | 1,051                              |
| All other types  | 17                                    | 3,924     | 311            | 7.9                         | 103                                 | 166      | 2             | 123                                |
| Farm products—consumer goods   | 5                                     | 1,511     | 197            | 13.0                        | 82                                  | 84       | 1             | 156                                |
| Groceries and foods (except farm products)   | 13                                    | 3,804     | 391            | 10.3                        | 151                                 | 175      | 1             | 321                                |
| Petroleum and its products   | 6                                     | 517       | 128            | 24.2                        | 29                                  | 62       | 2             | 31                                 |
| All other kinds of business  | 25                                    | 4,524     | 608            | 13.4                        | 214                                 | 265      | 4             | 666                                |
| CITIES OF 5,000 TO 20,000 POPULATION   |                                       |           |                |                             |                                     |          |               |                                    |
| Total  | 215                                   | 38,144    | 4,337          | 11.4                        | 1,084                               | 1,585    | 78            | 14,140                             |
| BASTROP  | 5                                     | 92        | 28             | 30.4                        | 7                                   | 14       | -             | 9                                  |
| BOCALUSA   | 8                                     | 889       | 108            | 12.3                        | 37                                  | 66       | 1             | 101                                |
| CROWLEY  | 11                                    | 425       | 73             | 17.2                        | 30                                  | 46       | 3             | 51                                 |
| GRETNA   | 4                                     | 555       | 77             | 13.9                        | 21                                  | 43       | 6             | 45                                 |
| HAMMOND  | 21                                    | 3,130     | 399            | 12.7                        | 98                                  | 180      | 6             | 128                                |
| HOTMA  | 27                                    | 2,107     | 342            | 16.2                        | 151                                 | 180      | 32            | 188                                |
| LAFAYETTE  | 30                                    | 3,036     | 333            | 11.0                        | 131                                 | 134      | 3             | 187                                |
| LAKE CHARLES   | 50                                    | 22,294    | 2,178          | 9.8                         | 315                                 | 544      | 20            | 12,853                             |
| MINDEN   | 7                                     | 603       | 69             | 11.4                        | 26                                  | 40       | -             | 20                                 |
| MORGAN CITY  | 7                                     | 646       | 91             | 14.1                        | 32                                  | 44       | -             | 75                                 |
| NEW IBERIA   | 16                                    | 2,563     | 347            | 13.5                        | 122                                 | 156      | 2             | 327                                |
| OPELOUSAS  | 17                                    | 1,112     | 176            | 15.8                        | 70                                  | 90       | 4             | 76                                 |
| PLAQUEMINE   | 6                                     | 173       | 34             | 19.7                        | 14                                  | 17       | -             | 38                                 |
| WEST MONROE  | 6                                     | 829       | 82             | 9.9                         | 30                                  | 41       | 1             | 52                                 |
| 1/ Includes 1 establishment dealing in farm products—raw materials; and 10 in petroleum and its products.  |                                       |           |                |                             |                                     |          |               |                                    |
| 2/ Includes 1 establishment dealing in amusement and sporting goods; 1 in chemicals; 2 in clothing and furnishings; 2 in drugs and drug sundries; 2 in dry goods; 2 in farm products—raw materials; 2 in farm supplies; 1 in furniture and house furnishings; 2 in hardware; 1 in jewelry and optical goods; 2 in paper and its products; 1 in plumbing and heating equipment and supplies; and 7 in all other products. |                                       |           |                |                             |                                     |          |               |                                    |
| 3/ Includes 1 establishment dealing in automotive products; 1 in chemicals; 1 in jewelry and optical goods; 2 in lumber and building materials (other than metal); 1 in metals (except scrap); 1 in petroleum and its products; 2 in plumbing and heating equipment and supplies, and 1 in tobacco and its products (except leaf).   |                                       |           |                |                             |                                     |          |               |                                    |
| 4/ Includes 1 establishment dealing in chemicals; and 2 in groceries and foods (except farm products).   |                                       |           |                |                             |                                     |          |               |                                    |

ORIGINAL OF THE STATE OF LOUISIANA  
 DEPARTMENT OF REVENUE  
 DIVISION OF STATISTICS  
 MONROE, LOUISIANA

## WHOLESALE DISTRIBUTION: 1933

12-49-7  
Census of  
American  
Business

Table 3.—STATE OF LOUISIANA RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                  | RECEIPTS FROM—       |                                  |                          |        |                          |          |
|---|--------------------------|-----------------|----------------|------------------|----------------------|----------------------------------|--------------------------|--------|--------------------------|----------|
|   |                          |                 | Amount         | Percent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental             |        | Other sources            |          |
|   |                          |                 |                |                  |                      |                                  | Number of establishments | Amount | Number of establishments | Amount   |
| Total for State                                       | 2,097                    | \$455,321       | \$54,170       | 11.9             | \$451,492            | \$1,562                          | 18                       | \$121  | 56                       | \$2,546  |
| Amusement and sporting goods                          | 19                       | 1,545           | 460            | 29.8             | 12                   | -                                | -                        | -      | 11                       | 1/ 1,521 |
| Automotive products                                   | 48                       | 6,460           | 1,585          | 24.5             | 6,325                | 134                              | 1                        | 1      | -                        | -        |
| Chemicals   | 25                       | 5,067           | 506            | 9.9              | 5,082                | -                                | -                        | -      | 2                        | 5        |
| Clothing and furnishings                              | 22                       | 2,759           | 455            | 17.0             | 2,737                | -                                | 1                        | 1      | 1                        | 1        |
| Dry goods   | 30                       | 12,596          | 1,596          | 11.5             | 12,557               | 29                               | -                        | -      | 1                        | 10       |
| Electrical goods                                      | 25                       | 4,558           | 881            | 20.3             | 4,272                | 55                               | -                        | -      | 1                        | 11       |
| Farm products—raw materials                           | 157                      | 109,286         | 3,044          | 7.4              | 108,958              | -                                | 1                        | 2      | 1                        | 346      |
| Farm products—consumer goods                          | 158                      | 31,861          | 3,924          | 12.3             | 31,953               | 2                                | -                        | -      | 2                        | 6        |
| Farm supplies   | 28                       | 4,701           | 656            | 13.8             | 4,701                | -                                | -                        | -      | -                        | -        |
| Groceries and foods(except farm products)             | 606                      | 169,521         | 15,549         | 9.2              | 169,121              | 7                                | 4                        | 8      | 16                       | 185      |
| Jewelry and optical goods                             | 11                       | 533             | 182            | 34.1             | 533                  | -                                | -                        | -      | -                        | -        |
| Lumber and building materials (other than metal)      | 47                       | 7,594           | 1,531          | 18.0             | 7,528                | 59                               | 5                        | 12     | 3                        | 15       |
| Machinery, equipment and supplies (except electrical) | 167                      | 21,134          | 4,565          | 20.7             | 20,782               | 128                              | 5                        | 91     | 10                       | 2/ 133   |
| Paper and its products                                | 20                       | 2,791           | 722            | 25.9             | 2,791                | -                                | -                        | -      | -                        | -        |
| Petroleum and its products                            | 529                      | 35,371          | 8,244          | 23.3             | 34,396               | 959                              | 3                        | 6      | 1                        | 10       |
| All other kinds of business                           | 225                      | 40,266          | 5,880          | 14.6             | 40,264               | 9                                | -                        | -      | 7                        | 98       |

1/ Includes 11 exchanges dealing in motion picture films with income from film rentals of \$1,551,000.

2/ Includes 2 establishments dealing in machinery, equipment and supplies with receipts from machine rentals amounting to \$55,000.

Census of  
American  
Business

Table 4.—STATE OF LOUISIANA CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |           | ESTABLISHMENTS REPORTING CREDIT SALES |   |              |   |              |                     |                   |          |                             |
|---|--------------------|-----------|---------------------------------------|---|--------------|---|--------------|---------------------|-------------------|----------|-----------------------------|
|   | Number             | Net sales | Number                                | Per-<br>cent<br>of total<br>for<br>kind<br>of busi-<br>ness | Net<br>sales | Per-<br>cent<br>of total<br>for<br>kind<br>of busi-<br>ness | Credit sales |                     | Total<br>Expenses |          |                             |
|   |                    |           |                                       |   |              |   | Amount       | Percent of<br>sales |                   | Amount   | Per-<br>cent<br>of<br>sales |
| Total for State                           | 2,097              | \$455,321 | 1,481                                 | 70.6  | \$362,705    | 79.7  | \$245,480    | 67.7                | 55.9              | \$44,605 | 12.3                        |
| WHOLESALESAERS PROPER                     |                    |           |                                       |   |              |   |              |                     |                   |          |                             |
| Total                                     | 1,109              | 231,997   | 734                                   | 66.2  | 190,416      | 82.1  | 130,794      | 68.7                | 56.4              | 29,519   | 15.5                        |
| Amusement and sporting goods              | 10                 | 245       | 7                                     | 70.0  | 205          | 85.7  | 140          | 68.5                | 57.1              | 75       | 36.6                        |
| Automotive products                       | 40                 | 3,731     | 37                                    | 92.5  | 3,454        | 92.0  | 2,550        | 74.3                | 68.3              | 1,124    | 32.7                        |
| Chemicals                                 | 12                 | 1,272     | 11                                    | 91.7  | 1,245        | 97.9  | 1,144        | 91.9                | 89.9              | 255      | 20.5                        |
| Clothing and furnishings                  | 19                 | 2,540     | 14                                    | 72.7  | 2,431        | 92.1  | 2,346        | 96.5                | 88.9              | 389      | 16.0                        |
| Coal                                      | 3                  | 45        | 2                                     | 66.7  | 44           | 97.8  | 11           | 25.0                | 24.4              | 12       | 27.5                        |
| Drugs and drug sundries                   | 13                 | 6,596     | 10                                    | 76.9  | 6,180        | 93.7  | 5,684        | 92.0                | 86.2              | 1,073    | 17.4                        |
| Dry goods                                 | 19                 | 6,981     | 16                                    | 84.2  | 5,421        | 77.7  | 4,979        | 91.8                | 71.3              | 839      | 15.5                        |
| Electrical goods                          | 19                 | 2,922     | 18                                    | 94.7  | 2,740        | 93.8  | 2,126        | 77.6                | 72.8              | 660      | 24.1                        |
| Farm products—raw materials               | 55                 | 52,968    | 14                                    | 25.5  | 34,563       | 64.9  | 4,565        | 13.3                | 8.6               | 5,195    | 15.1                        |
| Farm products—consumer goods              | 105                | 25,570    | 82                                    | 78.1  | 24,656       | 96.5  | 20,146       | 81.8                | 78.9              | 3,290    | 13.4                        |
| Farm supplies                             | 18                 | 2,390     | 14                                    | 77.8  | 1,502        | 62.7  | 1,210        | 79.5                | 50.2              | 279      | 18.3                        |
| Furniture and house furnishings           | 12                 | 1,485     | 9                                     | 75.0  | 1,459        | 98.2  | 1,350        | 92.8                | 90.9              | 352      | 24.1                        |
| Groceries and foods                       | 473                | 80,972    | 274                                   | 57.9  | 67,466       | 83.3  | 53,632       | 79.5                | 66.2              | 7,650    | 11.3                        |
| Hardware                                  | 16                 | 5,135     | 16                                    | 100.0   | 5,135        | 100.0   | 4,337        | 84.5                | 84.5              | 1,084    | 21.1                        |
| Jewelry and optical goods                 | 7                  | 401       | 5                                     | 71.4  | 367          | 91.5  | 320          | 87.2                | 79.8              | 123      | 33.5                        |
| Lumber and building materials             | 32                 | 4,788     | 28                                    | 87.5  | 3,990        | 75.0  | 2,852        | 79.7                | 59.8              | 859      | 21.9                        |
| Machinery, equipment and supplies         | 85                 | 11,352    | 72                                    | 84.7  | 10,916       | 96.2  | 8,796        | 80.6                | 77.5              | 2,558    | 23.4                        |
| Metals(except scrap)                      | 6                  | 1,060     | 5                                     | 83.3  | 904          | 85.3  | 889          | 96.0                | 81.0              | 194      | 21.5                        |
| Paper and its products                    | 16                 | 2,698     | 16                                    | 100.0   | 2,698        | 100.0   | 2,266        | 84.0                | 84.0              | 689      | 25.5                        |
| Petroleum and its products                | 31                 | 7,762     | 24                                    | 77.4  | 7,705        | 99.3  | 6,273        | 81.4                | 80.0              | 1,602    | 20.8                        |
| Plumbing heating exp't. supplies          | 7                  | 297       | 5                                     | 85.7  | 275          | 95.8  | 238          | 86.5                | 82.9              | 72       | 26.2                        |
| Tobacco and its products                  | 18                 | 5,000     | 16                                    | 88.9  | 5,566        | 71.3  | 1,615        | 45.2                | 32.3              | 312      | 8.7                         |
| Waste materials                           | 24                 | 1,803     | 5                                     | 20.8  | 1,502        | 83.3  | 1,454        | 96.8                | 80.6              | 244      | 16.2                        |
| All other products                        | 69                 | 5,894     | 35                                    | 47.8  | 2,611        | 67.1  | 1,891        | 72.4                | 48.6              | 589      | 22.6                        |
| ALL OTHER TYPES                           | 968                | 223,324   | 747                                   | 75.6  | 172,289      | 77.1  | 114,686      | 66.6                | 51.4              | 15,084   | 8.6                         |
| Amusement and sporting goods              | 9                  | 1,298     | 4                                     | 44.4  | 639          | 49.2  | 426          | 66.7                | 32.8              | 180      | 28.2                        |
| Automotive products                       | 8                  | (X)       | 8                                     | (X)   | (X)          | (X)   | (X)          | (X)                 | (X)               | (X)      | (X)                         |
| Chemicals                                 | 13                 | 5,815     | 13                                    | 100.0   | 3,815        | 100.0   | 3,037        | 79.6                | 79.6              | 237      | 6.2                         |
| Clothing and furnishings                  | 3                  | 99        | —                                     | —   | —            | —   | —            | —                   | —                 | —        | —                           |
| Coal                                      | 1                  | (X)       | 1                                     | (X)   | (X)          | (X)   | (X)          | (X)                 | (X)               | (X)      | (X)                         |
| Drugs and drug sundries                   | 8                  | (X)       | 5                                     | (X)   | (X)          | (X)   | (X)          | (X)                 | (X)               | (X)      | (X)                         |
| Dry goods                                 | 11                 | 5,415     | 6                                     | 54.5  | 3,778        | 69.8  | 3,768        | 99.7                | 69.6              | 166      | 4.4                         |
| Electrical goods                          | 6                  | 1,416     | 3                                     | 50.0  | 1,258        | 88.8  | 1,181        | 93.9                | 83.4              | 119      | 9.5                         |
| Farm products—raw materials               | 82                 | 56,318    | 8                                     | 9.8   | 38,235       | 67.9  | 38,081       | 99.6                | 67.6              | 1,453    | 3.8                         |
| Farm products—consumer goods              | 53                 | 6,291     | 33                                    | 62.3  | 5,788        | 60.2  | 2,511        | 66.3                | 39.9              | 246      | 6.8                         |
| Farm supplies                             | 10                 | 2,511     | 7                                     | 70.0  | 1,960        | 41.5  | 703          | 75.2                | 30.4              | 125      | 13.0                        |
| Furniture and house furnishings           | 6                  | (X)       | 1                                     | (X)   | (X)          | (X)   | (X)          | (X)                 | (X)               | (X)      | (X)                         |
| General merchandise                       | 2                  | (X)       | 1                                     | (X)   | (X)          | (X)   | (X)          | (X)                 | (X)               | (X)      | (X)                         |
| Groceries and foods                       | 133                | 88,349    | 67                                    | 50.4  | 68,469       | 77.5  | 26,982       | 39.4                | 30.5              | 2,976    | 4.5                         |
| Hardware                                  | 2                  | (X)       | 1                                     | (X)   | (X)          | (X)   | (X)          | (X)                 | (X)               | (X)      | (X)                         |
| Jewelry and optical goods                 | 4                  | 152       | 4                                     | 100.0   | 132          | 100.0   | 132          | 100.0               | 100.0             | 50       | 37.9                        |
| Lumber and building materials             | 15                 | 2,505     | 11                                    | 73.5  | 2,331        | 89.4  | 2,212        | 94.9                | 84.9              | 33       | 14.2                        |
| Machinery, equipment and supplies         | 82                 | 9,782     | 72                                    | 87.8  | 9,764        | 99.8  | 9,346        | 95.7                | 95.6              | 1,707    | 17.5                        |
| Metals(except scrap)                      | 12                 | (X)       | 8                                     | (X)   | (X)          | (X)   | (X)          | (X)                 | (X)               | (X)      | (X)                         |
| Paper and its products                    | 4                  | 93        | 2                                     | 50.0  | 42           | 45.2  | 40           | 96.2                | 43.0              | 19       | 45.2                        |
| Petroleum and its products                | 498                | 27,609    | 473                                   | 95.0  | 26,437       | 92.1  | 12,817       | 50.4                | 46.4              | 5,913    | 23.2                        |
| Plumbing and heating exp't. supplies      | 7                  | (X)       | 5                                     | (X)   | (X)          | (X)   | (X)          | (X)                 | (X)               | (X)      | (X)                         |
| Tobacco and its products                  | 2                  | (X)       | —                                     | —   | —            | —   | —            | —                   | —                 | —        | —                           |
| Waste materials                           | 1                  | (X)       | —                                     | —   | —            | —   | —            | —                   | —                 | —        | —                           |
| All other products                        | 16                 | 2,650     | 10                                    | 62.5  | 2,295        | 90.7  | 2,221        | 97.2                | 88.2              | 269      | 11.7                        |

## WHOLESALE DISTRIBUTION: 1933

13-0-3

Census of

American

Business

Table 5.—STATE OF LOUISIANA

DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |                  |                 | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |  |                  |  |                 |                   |                               |                                     |                           |                                    |
|---|--------------------|------------------|-----------------|--|--|------------------|--|-----------------|-------------------|-------------------------------|-------------------------------------|---------------------------|------------------------------------|
|   | Number             | Net sales        | Total expenses  | Number of estab-lish-ments                     | Per-cent of total for kind of business | Net sales        | Per-cent of total for kind of business | Total expenses  |                   | Sales to retailers for resale | Sales to home-consumers (at retail) | Sales to industrial users | Sales to whole-sale organi-zations |
|   |                    |                  |                 |  |  |                  |  | Amount          | Per-cent of sales |                               |                                     |                           |                                    |
| <b>Total for State</b>                    | <b>2,097</b>       | <b>\$455,321</b> | <b>\$64,170</b> | <b>1,574</b>                                   | <b>75.1</b>                            | <b>\$342,798</b> | <b>75.3</b>                            | <b>\$43,139</b> | <b>12.6</b>       | <b>\$174,450</b>              | <b>\$5,277</b>                      | <b>\$81,109</b>           | <b>\$81,922</b>                    |
| <b>WHOLESALESA PROPER</b>                 |                    |                  |                 |  |  |                  |  |                 |                   |                               |                                     |                           |                                    |
| <b>Total</b>                              | <b>1,109</b>       | <b>231,997</b>   | <b>33,840</b>   | <b>1,012</b>                                   | <b>91.3</b>                            | <b>206,652</b>   | <b>89.1</b>                            | <b>30,859</b>   | <b>14.9</b>       | <b>124,377</b>                | <b>4,299</b>                        | <b>55,480</b>             | <b>22,496</b>                      |
| Amusement & sporting goods                | 10                 | 245              | 89              | 8  | 80.0                                   | 109              | 44.5                                   | 46              | 42.2              | 36                            | 14                                  | 57                        | 2                                  |
| Automotive products                       | 40                 | 3,731            | 1,171           | 40   | 100.0                                  | 3,731            | 100.0                                  | 1,171           | 31.4              | 2,885                         | 466                                 | 351                       | 31                                 |
| Chemicals                                 | 12                 | 1,272            | 269             | 10   | 83.3                                   | 1,041            | 81.8                                   | 221             | 21.2              | 174                           | 106                                 | 706                       | 55                                 |
| Clothing and furnishings                  | 19                 | 2,640            | 462             | 19   | 100.0                                  | 2,640            | 100.0                                  | 462             | 17.5              | 2,529                         | 4                                   | 53                        | 54                                 |
| Coal                                      | 3                  | 45               | 13              | 3  | 100.0                                  | 45               | 100.0                                  | 13              | 28.9              | 34                            | 1                                   | —                         | —                                  |
| Drugs and drug sundries                   | 13                 | 6,596            | 1,130           | 12   | 92.3                                   | 6,568            | 99.6                                   | 1,120           | 17.1              | 5,297                         | 211                                 | —                         | 60                                 |
| Dry goods                                 | 19                 | 6,981            | 1,203           | 19   | 100.0                                  | 6,981            | 100.0                                  | 1,203           | 17.2              | 5,741                         | 133                                 | 1,065                     | 42                                 |
| Electrical goods                          | 19                 | 2,922            | 721             | 19   | 100.0                                  | 2,922            | 100.0                                  | 721             | 24.7              | 1,469                         | 112                                 | 1,218                     | 123                                |
| Farm products—raw materials               | 55                 | 52,958           | 6,223           | 29   | 52.7                                   | 36,870           | 73.4                                   | 5,366           | 13.9              | 1,378                         | 1                                   | 34,628                    | 2,863                              |
| Farm products—consumer goods              | 105                | 25,570           | 3,609           | 96   | 91.4                                   | 25,180           | 90.5                                   | 3,463           | 13.8              | 11,261                        | 1,381                               | 184                       | 12,354                             |
| Farm supplies                             | 18                 | 2,390            | 438             | 16   | 88.9                                   | 1,875            | 78.5                                   | 316             | 16.9              | 1,562                         | 131                                 | 148                       | 34                                 |
| Furniture & house furnishings             | 12                 | 1,485            | 353             | 12   | 100.0                                  | 1,485            | 100.0                                  | 353             | 24.4              | 1,196                         | 84                                  | 20                        | 185                                |
| Groceries and foods                       | 473                | 80,972           | 9,130           | 460  | 97.3                                   | 78,516           | 87.0                                   | 8,775           | 11.2              | 69,913                        | 464                                 | 4,780                     | 4,389                              |
| Hardware                                  | 16                 | 5,135            | 1,084           | 15   | 93.8                                   | 4,668            | 89.0                                   | 958             | 22.0              | 3,366                         | 443                                 | 726                       | 14                                 |
| Jewelry and optical goods                 | 7                  | 401              | 132             | 7  | 100.0                                  | 401              | 100.0                                  | 132             | 32.9              | 372                           | 20                                  | 9                         | —                                  |
| Lumber and bid'g materials                | 32                 | 4,788            | 961             | 19   | 59.4                                   | 2,449            | 51.1                                   | 553             | 22.6              | 905                           | 138                                 | 738                       | 668                                |
| Machinery, eqp't & supplies               | 85                 | 11,352           | 2,656           | 76   | 89.4                                   | 10,292           | 90.7                                   | 2,406           | 23.4              | 2,396                         | 161                                 | 7,397                     | 358                                |
| Metals (except scrap)                     | 6                  | 1,060            | 208             | 5  | 83.3                                   | 958              | 91.0                                   | 179             | 18.5              | 942                           | 8                                   | 15                        | —                                  |
| Paper and its products                    | 16                 | 2,595            | 599             | 14   | 87.5                                   | 1,612            | 59.7                                   | 418             | 25.9              | 1,125                         | 46                                  | 437                       | 4                                  |
| Petroleum & its products                  | 31                 | 7,762            | 1,616           | 28   | 90.3                                   | 7,601            | 97.9                                   | 1,568           | 20.9              | 5,616                         | 157                                 | 379                       | 1,249                              |
| Plumbing & heating eqp't                  | 7                  | 287              | 76              | 7  | 100.0                                  | 287              | 100.0                                  | 76              | 26.5              | 215                           | 8                                   | 62                        | 2                                  |
| Tobacco and its products                  | 18                 | 5,000            | 428             | 17   | 94.4                                   | 3,721            | 74.4                                   | 325             | 8.7               | 3,524                         | 86                                  | —                         | 1                                  |
| Waste materials                           | 24                 | 1,803            | 327             | 14   | 58.3                                   | 1,466            | 92.4                                   | 284             | 17.0              | 87                            | 8                                   | 1,592                     | 9                                  |
| All other products                        | 69                 | 3,394            | 842             | 67   | 97.1                                   | 3,127            | 80.3                                   | 683             | 21.8              | 2,057                         | 106                                 | 945                       | 19                                 |
| <b>ALL OTHER TYPES</b>                    | <b>988</b>         | <b>223,324</b>   | <b>20,330</b>   | <b>562</b>                                     | <b>56.9</b>                            | <b>135,146</b>   | <b>61.0</b>                            | <b>12,820</b>   | <b>9.0</b>        | <b>50,073</b>                 | <b>978</b>                          | <b>25,629</b>             | <b>59,466</b>                      |
| Amusement & sporting goods                | 9                  | 1,298            | 371             | 3  | 33.3                                   | 372              | 28.7                                   | 103             | 27.7              | 78                            | —                                   | 286                       | 8                                  |
| Automotive products                       | 8                  | (X)              | (X)             | (X)  | (X)                                    | (X)              | (X)                                    | (X)             | (X)               | (X)                           | (X)                                 | (X)                       | (X)                                |
| Chemicals                                 | 13                 | 5,815            | 257             | 13   | 100.0                                  | 5,815            | 100.0                                  | 237             | 6.2               | 893                           | 2                                   | 3,333                     | 187                                |
| Clothing and furnishings                  | 3                  | 99               | 5               | 3  | 100.0                                  | 99               | 100.0                                  | 5               | 3.0               | 98                            | —                                   | —                         | 1                                  |
| Coal                                      | 1                  | (X)              | (X)             | (X)  | (X)                                    | (X)              | (X)                                    | (X)             | (X)               | (X)                           | (X)                                 | (X)                       | (X)                                |
| Drugs and drug sundries                   | 8                  | (X)              | (X)             | (X)  | (X)                                    | (X)              | (X)                                    | (X)             | (X)               | (X)                           | (X)                                 | (X)                       | (X)                                |
| Dry goods                                 | 11                 | 5,415            | 193             | 11   | 100.0                                  | 5,415            | 100.0                                  | 193             | 3.6               | 2,384                         | —                                   | 1,430                     | 1,601                              |
| Electrical goods                          | 6                  | 1,416            | 160             | 5  | 83.3                                   | 1,383            | 97.7                                   | 154             | 11.1              | 213                           | —                                   | 988                       | 182                                |
| Farm products—raw materials               | 82                 | 56,318           | 1,881           | 23   | 28.0                                   | 3,095            | 5.5                                    | 91              | 2.9               | 183                           | 7                                   | —                         | 2,901                              |
| Farm products—consumer goods              | 83                 | 6,291            | 315             | 35   | 66.0                                   | 5,820            | 60.7                                   | 226             | 5.9               | 2,337                         | 109                                 | 20                        | 754                                |
| Farm supplies                             | 10                 | 2,311            | 198             | 6  | 60.0                                   | 1,520            | 65.8                                   | 104             | 6.8               | 575                           | 61                                  | —                         | 884                                |
| Furniture & house furnishings             | 6                  | (X)              | (X)             | (X)  | (X)                                    | (X)              | (X)                                    | (X)             | (X)               | (X)                           | (X)                                 | (X)                       | (X)                                |
| General merchandise                       | 2                  | (X)              | (X)             | (X)  | (X)                                    | (X)              | (X)                                    | (X)             | (X)               | (X)                           | (X)                                 | (X)                       | (X)                                |
| Groceries and foods                       | 153                | 88,349           | 6,419           | 126  | 94.7                                   | 87,158           | 98.7                                   | 6,364           | 7.3               | 27,311                        | 68                                  | 10,691                    | 49,108                             |
| Hardware                                  | 2                  | (X)              | (X)             | (X)  | (X)                                    | (X)              | (X)                                    | (X)             | (X)               | (X)                           | (X)                                 | (X)                       | (X)                                |
| Jewelry and optical goods                 | 4                  | 182              | 50              | 4  | 100.0                                  | 182              | 100.0                                  | 50              | 27.5              | 129                           | 3                                   | —                         | —                                  |
| Lumber and bid'g materials                | 15                 | 2,605            | 370             | 8  | 53.3                                   | 653              | 25.1                                   | 142             | 21.7              | 413                           | 29                                  | 67                        | 144                                |
| Machinery, eqp't & supplies               | 82                 | 9,782            | 1,709           | 75   | 91.5                                   | 6,735            | 68.9                                   | 1,518           | 22.5              | 1,558                         | 328                                 | 4,832                     | 217                                |
| Metals (except scrap)                     | 12                 | (X)              | (X)             | (X)  | (X)                                    | (X)              | (X)                                    | (X)             | (X)               | (X)                           | (X)                                 | (X)                       | (X)                                |
| Paper and its products                    | 4                  | 93               | 33              | 3  | 75.0                                   | 73               | 78.5                                   | 31              | 42.5              | 4                             | —                                   | 69                        | —                                  |
| Petroleum & its products                  | 490                | 27,609           | 6,628           | 196  | 39.4                                   | 7,587            | 27.5                                   | 1,553           | 20.5              | 5,417                         | 113                                 | 746                       | 311                                |
| Plumbing & heating eqp't                  | 7                  | (X)              | (X)             | (X)  | (X)                                    | (X)              | (X)                                    | (X)             | (X)               | (X)                           | (X)                                 | (X)                       | (X)                                |
| Tobacco and its products                  | 2                  | (X)              | (X)             | (X)  | (X)                                    | (X)              | (X)                                    | (X)             | (X)               | (X)                           | (X)                                 | (X)                       | (X)                                |
| Waste materials                           | 1                  | (X)              | (X)             | (X)  | (X)                                    | (X)              | (X)                                    | (X)             | (X)               | (X)                           | (X)                                 | (X)                       | (X)                                |
| All other products                        | 15                 | 2,330            | 366             | 16   | 100.0                                  | 2,330            | 100.0                                  | 366             | 14.5              | 678                           | 19                                  | 1,626                     | 207                                |

WHOLESALE DISTRIBUTION: 1933

Table 6.—STATE OF ILLINOIS. MONTHLY EMPLOYMENT, BY KIND OF BUSINESS

For States and Cities of 500,000 Population and Over

| STATE AND CITY<br>KIND OF BUSINESS                       | Pre-<br>pre-<br>employment<br>firm<br>and<br>base | NUMBER AND PROPORTION<br>OF MEN AND WOMEN<br>EMPLOYED |       |                             | Average<br>number<br>playees | NUMBER OF EMPLOYEES—By MONTHS                       |              |               |        |        |        |        |        |        |                     |                           |                           | No-<br>vem-<br>ber | De-<br>cem-<br>ber |
|--|---|---|-------|-----------------------------|------------------------------|---|--------------|---------------|--------|--------|--------|--------|--------|--------|---------------------|---------------------------|---------------------------|--------------------|--------------------|
|  |   | Men   | Women | Per-<br>cent<br>of<br>total |                              | Employ-<br>ment<br>ratio to<br>part-time<br>average | Jan-<br>uary | Feb-<br>ruary | March  | April  | May    | June   | July   | August | Sep-<br>tem-<br>ber |                           |                           |                    |                    |
|  |   |   |       |                             |                              |   |              |               |        |        |        |        |        |        |                     | Esti-<br>mated<br>average | Esti-<br>mated<br>average |                    |                    |
| Total  | 951   | 16,949  | 2,699 | 13.4                        | 17,642                       | 16,995  | 17,038       | 17,038        | 17,456 | 17,442 | 17,177 | 17,321 | 16,232 | 16,909 | 19,417              | 19,223                    | 19,217                    |                    |                    |
| Amusement and sporting goods.....                        | 5   | 63  | 64    | 56.3                        | 163                          | 159   | 159          | 162           | 158    | 159    | 159    | 159    | 160    | 164    | 165                 | 167                       | 172                       |                    |                    |
| Automotive products.....                                 | 29  | 534   | 76    | 12.9                        | 576                          | 548   | 548          | 577           | 542    | 548    | 575    | 569    | 531    | 585    | 590                 | 598                       | 591                       |                    |                    |
| Chemicals.....   | 4   | 110   | 21    | 16.2                        | 127                          | 122   | 122          | 122           | 122    | 122    | 122    | 122    | 122    | 122    | 122                 | 122                       | 122                       |                    |                    |
| Clothing and furnishings.....                            | 14  | 119   | 80    | 46.3                        | 141                          | 132   | 132          | 132           | 132    | 132    | 132    | 132    | 132    | 132    | 132                 | 132                       | 132                       |                    |                    |
| Coal.....  | 2   | 20  | -     | -                           | 12                           | 12  | 12           | 12            | 12     | 12     | 12     | 12     | 12     | 12     | 12                  | 12                        | 12                        |                    |                    |
| Drugs and drug sundries.....                             | 5   | 426   | 68    | 17.2                        | 467                          | 467   | 467          | 467           | 467    | 467    | 467    | 467    | 467    | 467    | 467                 | 467                       | 467                       |                    |                    |
| Dry goods.....   | 12  | 304   | 136   | 31.0                        | 311                          | 309   | 309          | 309           | 309    | 309    | 309    | 309    | 309    | 309    | 309                 | 309                       | 309                       |                    |                    |
| Electrical goods.....                                    | 3   | 244   | 88    | 18.0                        | 264                          | 264   | 264          | 264           | 264    | 264    | 264    | 264    | 264    | 264    | 264                 | 264                       | 264                       |                    |                    |
| Farm products—raw materials.....                         | 96  | 1,112   | 231   | 17.2                        | 1,204                        | 1,068   | 1,068        | 1,013         | 1,040  | 1,021  | 1,047  | 1,195  | 1,195  | 1,359  | 1,460               | 1,568                     | 1,591                     |                    |                    |
| Farm products—consumer goods.....                        | 139   | 2,023   | 161   | 6.2                         | 2,199                        | 2,095   | 2,095        | 2,095         | 2,095  | 2,095  | 2,095  | 2,095  | 2,095  | 2,095  | 2,095               | 2,095                     | 2,095                     |                    |                    |
| Farm supplies.....                                       | 15  | 397   | 23    | 5.9                         | 420                          | 271   | 291          | 338           | 263    | 249    | 280    | 300    | 317    | 363    | 384                 | 385                       | 385                       |                    |                    |
| Furniture and house furnishings.....                     | 8   | 155   | 20    | 11.4                        | 168                          | 153   | 157          | 155           | 158    | 160    | 160    | 160    | 160    | 160    | 160                 | 160                       | 160                       |                    |                    |
| General merchandise.....                                 | -   | 4   | 2     | 40.0                        | 6                            | 6   | 6            | 6             | 6      | 6      | 6      | 6      | 6      | 6      | 6                   | 6                         | 6                         |                    |                    |
| Groceries and foods<br>(except firm products).....       | 397   | 4,797   | 753   | 15.3                        | 5,124                        | 4,762   | 4,762        | 4,755         | 5,025  | 4,767  | 4,804  | 4,804  | 4,753  | 5,612  | 5,798               | 5,467                     | 5,415                     |                    |                    |
| Hardware.....  | 8   | 384   | 60    | 15.6                        | 413                          | 397   | 408          | 388           | 376    | 392    | 388    | 376    | 392    | 428    | 444                 | 454                       | 454                       |                    |                    |
| Jewelry and optical goods.....                           | 6   | 60  | 40    | 39.6                        | 95                           | 94  | 94           | 94            | 94     | 94     | 94     | 94     | 94     | 94     | 94                  | 94                        | 94                        |                    |                    |
| Lumber and building materials<br>(other than metal)..... | 25  | 496   | 46    | 9.6                         | 548                          | 496   | 496          | 496           | 496    | 496    | 496    | 496    | 496    | 496    | 496                 | 496                       | 496                       |                    |                    |
| Machinery, equipment and supplies<br>(except scrap)..... | 51  | 1,583   | 210   | 11.7                        | 1,661                        | 1,608   | 1,608        | 1,608         | 1,608  | 1,608  | 1,608  | 1,608  | 1,608  | 1,608  | 1,608               | 1,608                     | 1,608                     |                    |                    |
| Paper and its products.....                              | 6   | 131   | 19    | 12.9                        | 144                          | 144   | 144          | 144           | 144    | 144    | 144    | 144    | 144    | 144    | 144                 | 144                       | 144                       |                    |                    |
| Petroleum and its products.....                          | 67  | 2,422   | 225   | 7.9                         | 2,576                        | 2,576   | 2,576        | 2,576         | 2,576  | 2,576  | 2,576  | 2,576  | 2,576  | 2,576  | 2,576               | 2,576                     | 2,576                     |                    |                    |
| Plumbing and heating equipment and<br>materials.....     | 4   | 100   | 22    | 20.0                        | 116                          | 108   | 113          | 113           | 113    | 113    | 113    | 113    | 113    | 113    | 113                 | 113                       | 113                       |                    |                    |
| Tobacco and its products<br>(except leaf).....           | 8   | 169   | 53    | 23.6                        | 194                          | 194   | 194          | 194           | 194    | 194    | 194    | 194    | 194    | 194    | 194                 | 194                       | 194                       |                    |                    |
| Waste materials.....                                     | 28  | 227   | 21    | 6.4                         | 225                          | 205   | 205          | 212           | 215    | 225    | 245    | 245    | 245    | 245    | 245                 | 245                       | 245                       |                    |                    |
| All other products.....                                  | 41  | 589   | 92    | 13.9                        | 600                          | 540   | 531          | 531           | 531    | 531    | 531    | 531    | 531    | 531    | 531                 | 531                       | 531                       |                    |                    |

1934  
Census of  
Manufactures  
and  
Businesses

Table 7.—STATE OF LOUISIANA  
WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals, a leader indicates no information or an amount less than \$500]

| Type or Representative<br>Kind of Business    | TOTAL                                      |                                      |  |  |                                      |  |  |                                      |  |  |  |  |  |                                      |  |           |
|---|--|--------------------------------------|--|--|--------------------------------------|--|--|--------------------------------------|--|--|--|--|--|--------------------------------------|--|-----------|
|   | Under \$10,000                             | \$10,000 to \$49,999                 | \$50,000 to \$99,999                         | \$100,000 to \$199,999                     | \$200,000 to \$499,999               | \$500,000 to \$999,999                       | \$1,000,000 and over                       | Total                                | Number of<br>estab-<br>lish-<br>ments        | Full-<br>time<br>em-<br>ploy-<br>ees       | Value<br>of<br>ship-<br>ment<br>net<br>sales |  |  |                                      |  |           |
|   | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees | Value<br>of<br>ship-<br>ment<br>net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees | Value<br>of<br>ship-<br>ment<br>net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees | Value<br>of<br>ship-<br>ment<br>net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees         | Value<br>of<br>ship-<br>ment<br>net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees | Value<br>of<br>ship-<br>ment<br>net<br>sales |           |
| <b>WHOLESALE MERCHANTS</b>                    |  |                                      |  |  |                                      |  |  |                                      |  |  |  |  |  |                                      |  |           |
| Furniture and sporting goods                  | 19   | 31,286.3                             | 3  | 5  | 438.8                                | 5  | 12   | 4.3                                  | 2  | 14   | 30.9   | 2  | 14   | 30.9                                 | 2  | 14,324.1  |
| Hardware                                      | 49   | 31.4                                 | 3  | 5  | 41.2                                 | 13   | 54   | 25.1                                 | 12   | 138,390.3                                  | 7  | 143,292.4                                    | 5  | 177,234.9                            | —  | —         |
| Chemicals                                     | 19   | 191,174.5                            | 2  | 2  | 40.0                                 | 5  | 15   | 25.4                                 | 5  | 25,911.5                                   | 4  | 43,282.2                                     | 1  | 9                                    | 4.7  | —         |
| Clothing and furnishings                      | 7  | 6,629.9                              | 1  | 2  | 60.0                                 | 2  | 6  | 27.9                                 | —  | —  | —  | —  | —  | —                                    | —  | —         |
| Coal  | 5  | 49,172.1                             | 1  | 2  | 60.0                                 | 1  | 4  | 39.2                                 | 1  | 1.8  | —  | —  | —  | —                                    | —  | —         |
| Dry goods                                     | 19   | 249,244.7                            | 2  | —  | —                                    | 5  | 25   | 292.5                                | 5  | 23,552.7                                   | 7  | 13,214.9                                     | 4  | 110,155.0                            | 5  | 117,150.0 |
| Electrical goods                              | 36   | 268,848.8                            | 5  | 1  | 34.8                                 | 12   | 32   | 224.5                                | 5  | 83,776.3                                   | 3  | 13,770.3                                     | 4  | 186,274.8                            | 2  | 176,202.2 |
| Farm products—raw materials                   | 13   | 1,319,138.7                          | 21   | 78   | 45.9                                 | 38   | 98   | 191.3                                | 12   | 78,185.7                                   | 9  | 16,146.5                                     | 11   | 312,284.3                            | 4  | 173,164.7 |
| Meat and fish products                        | 18   | 134,244.4                            | 2  | 1  | 85.5                                 | 3  | 17   | 35.7                                 | 2  | 15,211.7                                   | 1  | 16,877.3                                     | 4  | 87,253.7                             | 1  | 32,155.1  |
| Furniture and home furnishings                | 377  | 3,613,111.4                          | 89   | 97   | 39.0                                 | 64   | 214  | 294.1                                | 46   | 228,174.5                                  | 68   | 549,133.5                                    | 79   | 1,849,124.5                          | 20   | 543,10.7  |
| Groceries and foods                           | 7  | 79,822.3                             | 5  | 7  | 69.0                                 | 2  | 12   | 27.9                                 | 4  | 28,254.2                                   | 2  | 36,285.5                                     | 3  | 61,235.5                             | 3  | 275,194.5 |
| Lumber and millwork materials                 | 25   | 319,844.0                            | 3  | 2  | 50.0                                 | 11   | 17   | 54.0                                 | 11   | 132,862.2                                  | 7  | 119,383.8                                    | 1  | 39,524.0                             | —  | —         |
| Machinery, equipment and supplies             | 66   | 1,079,253.4                          | 12   | 13   | 36.9                                 | 26   | 173  | 344.4                                | 20   | 144,226.5                                  | 15   | 162,201.6                                    | 9  | 323,224.6                            | —  | —         |
| Wholesale trade                               | 16   | 291,625.5                            | —  | —  | —                                    | —  | 4  | 30.5                                 | 2  | 38,376.6                                   | 2  | 50,115.0                                     | 2  | 37,167.7                             | —  | —         |
| Paper and its products                        | 28   | 399,820.9                            | 10   | 13   | 54.0                                 | 10   | 29   | 244.5                                | 3  | 35,994.7                                   | 2  | 29,256.6                                     | 4  | 66,264.4                             | —  | —         |
| Printing and bookbinding                      | 7  | 34,261.4                             | —  | —  | —                                    | 5  | 15   | 29.0                                 | 1  | 8,850.2                                    | 1  | 11,116.6                                     | —  | —                                    | —  | —         |
| Printing and bookbinding—equipment & supplies | 24   | 223,181.1                            | 14   | 19   | 37.6                                 | 6  | 45   | 32.9                                 | 3  | 45,141.1                                   | 3  | 27,84.9                                      | 6  | 103,74.9                             | —  | —         |
| Textile materials                             | 53   | 476,820.6                            | 13   | 9  | 22.0                                 | 29   | 61   | 116.6                                | 12   | 142,256.9                                  | 5  | 65,213.3                                     | 3  | 116,211.0                            | —  | —         |
| All other products                            | 181  | 2,219,144.0                          | 16   | 29   | 448.8                                | 47   | 137  | 324.4                                | 32   | 223,50.7                                   | 59   | 308,273.5                                    | 26   | 565,162.1                            | 14   | 409,133.4 |
| <b>MANUFACTURERS' SALES BRANCHES</b>          |  |                                      |  |  |                                      |  |  |                                      |  |  |  |  |  |                                      |  |           |
| <b>WITH STORES</b>                            |  |                                      |  |  |                                      |  |  |                                      |  |  |  |  |  |                                      |  |           |
| Furniture and sporting goods                  | 7  | 79,254.4                             | —  | —  | —                                    | —  | —  | —                                    | —  | —  | —  | —  | —  | —                                    | —  | —         |
| Automotive products                           | 10   | 39,764.4                             | —  | —  | —                                    | —  | —  | —                                    | —  | —  | —  | —  | —  | —                                    | —  | —         |
| Chemicals                                     | 3  | 19,174.5                             | —  | —  | —                                    | —  | —  | —                                    | —  | —  | —  | —  | —  | —                                    | —  | —         |
| Drugs and drug sundries                       | 3  | 31,914.5                             | —  | —  | —                                    | —  | —  | —                                    | —  | —  | —  | —  | —  | —                                    | —  | —         |
| Farm supplies                                 | 4  | 29,256.6                             | —  | —  | —                                    | —  | —  | —                                    | —  | —  | —  | —  | —  | —                                    | —  | —         |
| Furniture and home furnishings                | 56   | 894,124.0                            | 5  | 4  | 50.0                                 | 10   | 17   | 174.5                                | 6  | 34,201.1                                   | 6  | 58,159.2                                     | 17   | 284,144.5                            | —  | —         |
| Groceries and foods                           | 4  | 29,256.6                             | —  | —  | —                                    | —  | —  | —                                    | —  | —  | —  | —  | —  | —                                    | —  | —         |
| Lumber and building materials                 | 6  | 62,379.1                             | —  | —  | —                                    | —  | —  | —                                    | —  | —  | —  | —  | —  | —                                    | —  | —         |
| Machinery, equipment and supplies             | 52   | 605,224.3                            | 5  | 23   | 37.0                                 | 2  | 70   | 32.3                                 | 11   | 103,465.0                                  | 2  | 21,230.0                                     | 1  | 50,374.9                             | —  | —         |
| Meats (except torped)                         | 3  | 11,502.3                             | —  | —  | —                                    | —  | —  | —                                    | —  | —  | —  | —  | —  | —                                    | —  | —         |
| Printing and bookbinding                      | 9  | 41,591.1                             | —  | —  | —                                    | —  | —  | —                                    | —  | —  | —  | —  | —  | —                                    | —  | —         |
| Printing and bookbinding—equipment & supplies | 10   | 87,124.1                             | —  | —  | —                                    | —  | —  | —                                    | —  | —  | —  | —  | —  | —                                    | —  | —         |
| All other kinds of business                   | 10   | 87,124.1                             | —  | —  | —                                    | —  | —  | —                                    | —  | —  | —  | —  | —  | —                                    | —  | —         |

## WHOLESALE DISTRIBUTION: 1933

1934  
Census of  
American  
Business

Table 1.—STATE OF OKLAHOMA SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |       | NET SALES |           | TOTAL EXPENSES |                  | Full-time employees<br>(average) | PAY ROLL |                  |           | Stocks on hand<br>(end of year) |          |
|---|--------------------------|-------|-----------|-----------|----------------|------------------|----------------------------------|----------|------------------|-----------|---------------------------------|----------|
|   | 1933                     | 1929  | 1933      | 1929      | Amount         | Percent of sales |                                  | Amount   | Percent of sales | Part-time |                                 |          |
|   |                          |       |           |           |                | 1933             |                                  |          |                  |           |                                 | 1929     |
| <b>THE STATE</b>                        | 4,180                    | 4,179 | \$312,835 | \$775,396 | \$38,581       | 12.3             | 8.3                              | 12,908   | \$17,906         | 5.8       | 4742                            | \$54,012 |
| <b>Wholesalers proper</b>               | 1,332                    | 1,333 | 149,645   | 335,678   | 19,768         | 15.2             | 10.2                             | 6,719    | 9,211            | 6.2       | 350                             | 21,614   |
| Wholesale merchants                     | 1,271                    | 1,302 | 138,037   | 325,471   | 19,161         | 13.9             | 9.6                              | 6,504    | 8,925            | 6.5       | 328                             | 21,012   |
| Exporters                               | 2                        | 3     | (X)       | 2,639     | (X)            | (X)              | 2.1                              | (X)      | (X)              | (X)       | (X)                             | (X)      |
| Importers                               | 2                        | -     | (X)       | -         | (X)            | (X)              | -                                | (X)      | (X)              | (X)       | (X)                             | (X)      |
| Limited function wholesalers            | 57                       | 23    | 7,048     | 7,568     | 480            | 6.0              | 4.5                              | 163      | 210              | 3.0       | -                               | 283      |
| <b>Manufacturers' sales branches</b>    | 222                      | 200   | 59,396    | 95,138    | 6,392          | 10.2             | 10.1                             | 1,776    | 2,896            | 7.6       | 91                              | 6,522    |
| With stocks                             | 186                      | -     | 23,500    | -         | 4,922          | 12.3             | -                                | 1,464    | 2,322            | 6.0       | 87                              | 6,522    |
| Without stocks                          | 36                       | -     | 12,896    | -         | 1,470          | 10.9             | -                                | -        | 608              | 4.7       | 4                               | -        |
| <b>Agents and brokers</b>               | 101                      | 165   | 31,542    | 125,992   | 1,390          | 4.4              | 2.5                              | 223      | 499              | 1.6       | 28                              | 792      |
| Brokers                                 | 27                       | 61    | 17,332    | 67,086    | 368            | 8.2              | 0.9                              | 74       | 105              | 1.0       | 5                               | 3        |
| Commission merchants                    | 26                       | 45    | 10,658    | 53,940    | 558            | 5.2              | 1.5                              | 79       | 126              | 1.3       | 4                               | 594      |
| Manufacturers' agents                   | 27                       | 43    | 1,540     | 9,696     | 220            | 17.1             | 11.3                             | 92       | 131              | 8.0       | 10                              | 150      |
| Selling agents                          | 5                        | 16    | 564       | 5,870     | 60             | 10.5             | 14.0                             | 21       | 28               | 7.7       | -                               | -        |
| Other agents                            | 6                        | -     | 1,535     | -         | 107            | 7.0              | -                                | 17       | 39               | 2.5       | 5                               | 115      |
| <b>All other types</b>                  | 2,525                    | 2,431 | 92,232    | 208,590   | 10,921         | 11.9             | 8.2                              | 4,121    | 5,292            | 5.7       | 299                             | 5,064    |
| Bulk tank stations                      | 991                      | 764   | 26,223    | 22,328    | 5,775          | 22.0             | 23.4                             | 1,222    | 2,668            | 10.9      | 48                              | 1,902    |
| Chain store warehouses                  | 9                        | 11    | 9,229     | 3,702     | 719            | 7.5              | 6.5                              | 190      | 432              | 4.7       | 29                              | 668      |
| Assemblers and country buyers           | 286                      | 1,242 | 37,071    | 87,450    | 2,760          | 7.4              | 4.0                              | 1,229    | 1,159            | 3.1       | 102                             | 924      |
| Cooperative marketing associations      | 274                      | 51    | 7,215     | 7,128     | 423            | 6.2              | 33.3                             | 222      | 234              | 3.0       | 22                              | 101      |
| Elevators 1/                            | 169                      | 373   | 9,179     | 34,006    | 758            | 8.3              | 3.9                              | 221      | 544              | 3.7       | 30                              | 1,612    |
| Cream stations 2/                       | 176                      | -     | 2,336     | -         | 496            | 21.2             | -                                | 229      | 235              | 10.1      | 2                               | 71       |
| Other types                             | -                        | 14    | -         | 47,876    | -              | -                | 6.5                              | -        | -                | -         | -                               | -        |
| <b>OKLAHOMA CITY</b>                    | 397                      | 494   | 89,125    | 227,022   | 11,022         | 12.4             | 8.4                              | 3,366    | 5,599            | 6.0       | 117                             | 10,020   |
| Wholesalers proper                      | 250                      | 228   | 36,831    | 100,799   | 5,903          | 16.0             | 11.7                             | 2,092    | 2,892            | 7.9       | 85                              | 6,964    |
| Manufacturers' sales branches           | 73                       | 74    | 20,212    | 49,051    | 3,277          | 16.2             | 10.4                             | 223      | 1,541            | 7.6       | 16                              | 2,479    |
| Agents and brokers                      | 51                       | 75    | 12,954    | 72,471    | 473            | 2.5              | 2.2                              | 122      | 239              | 1.3       | 1                               | 79       |
| All other types                         | 43                       | 22    | 13,188    | 53,012    | 1,575          | 10.4             | 9.3                              | 397      | 717              | 5.4       | 25                              | 522      |
| <b>TULSA</b>                            | 375                      | 222   | 54,706    | 103,665   | 7,276          | 14.6             | 10.1                             | 2,244    | 3,563            | 6.5       | 80                              | 6,242    |
| Wholesalers proper                      | 233                      | 163   | 35,779    | 56,025    | 5,420          | 13.1             | 12.1                             | 1,804    | 2,373            | 6.6       | 50                              | 4,162    |
| Manufacturers' sales branches           | 65                       | 61    | 2,264     | 26,031    | 1,302          | 17.0             | 9.7                              | 431      | 723              | 8.2       | 16                              | 1,750    |
| Agents and brokers                      | 42                       | 37    | 5,212     | 17,122    | 322            | 5.3              | 2.8                              | 59       | 139              | 2.4       | 9                               | 74       |
| All other types                         | 35                       | 21    | 4,249     | 4,616     | 722            | 17.0             | 15.4                             | 220      | 328              | 7.7       | 5                               | 251      |

1/ Includes 43 cooperative elevators with sales amounting to \$5,024,000.  
2/ Cream stations were not included for the most part in 1929 data.





## WHOLESALE DISTRIBUTION - 1933

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TABLE 2A. - STATE OF OKLAHOMA

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Kind of Business                      | Total | Wholesale<br>merchants | Limited<br>Wholesale<br>merchants | Mfg. sls.<br>branches |                   | Brokers | All other<br>type 1/ | Kind of Business | Total | Wholesale<br>merchants | Limited<br>Wholesale<br>merchants | Mfg. sls.<br>branches |                   | Brokers | All other<br>type 1/ |  |
|---------------------------------------|-------|------------------------|-----------------------------------|-----------------------|-------------------|---------|----------------------|------------------|-------|------------------------|-----------------------------------|-----------------------|-------------------|---------|----------------------|--|
|                                       |       |                        |                                   | With<br>stocks        | Without<br>stocks |         |                      |                  |       |                        |                                   | With<br>stocks        | Without<br>stocks |         |                      |  |
| All other products                    | 86    | 78                     | 1                                 | 1                     | 2                 | -       | 4                    |                  |       |                        |                                   |                       |                   |         |                      |  |
| Beer                                  | 34    | 33                     | 1                                 | 1                     | -                 | -       | -                    |                  |       |                        |                                   |                       |                   |         |                      |  |
| Books and periodicals                 | 3     | 2                      | -                                 | -                     | -                 | -       | -                    |                  |       |                        |                                   |                       |                   |         |                      |  |
| Flowers and nursery stock             | 5     | 5                      | -                                 | -                     | -                 | -       | -                    |                  |       |                        |                                   |                       |                   |         |                      |  |
| Forest products (except lumber)       | 5     | 3                      | -                                 | 1                     | -                 | -       | 1                    |                  |       |                        |                                   |                       |                   |         |                      |  |
| Leather                               | 4     | 4                      | -                                 | -                     | -                 | -       | -                    |                  |       |                        |                                   |                       |                   |         |                      |  |
| Leather goods                         | 2     | 2                      | -                                 | -                     | -                 | -       | -                    |                  |       |                        |                                   |                       |                   |         |                      |  |
| Newspapers and magazines              | 6     | 6                      | -                                 | -                     | -                 | -       | -                    |                  |       |                        |                                   |                       |                   |         |                      |  |
| Oils and greases (animal & vegetable) | 3     | 3                      | -                                 | -                     | -                 | -       | -                    |                  |       |                        |                                   |                       |                   |         |                      |  |
| Wines and spirituous liquors          | 2     | 2                      | -                                 | -                     | -                 | -       | -                    |                  |       |                        |                                   |                       |                   |         |                      |  |
| Miscellaneous kinds of business       | 22    | 18                     | -                                 | -                     | 2                 | -       | 2                    |                  |       |                        |                                   |                       |                   |         |                      |  |

1/ The 2,593 "All other types" consist of the following:

|  |    |                                      |     |
|--|----|--------------------------------------|-----|
| Exporters  | 2  | Other agents                         | 5   |
| Cotton   | 1  | Horse and mules                      | 1   |
| Petroleum and its products                         | 1  | Livestock                            | 3   |
| Importers  | 2  | Fruits and vegetables (fresh)        | 1   |
| Fruits and vegetables (fresh)                      | 1  | Bulk tank stations (petroleum)       | 991 |
| House furnishings                                  | 1  | Chain store warehouses               | 9   |
| Commission merchants                               | 26 | Automobiles and other motor vehicles | 1   |
| Automotive equipment, accessories and parts        | 1  | Drugs (general line)                 | 3   |
| Clothing, women's and children's                   | 1  | Groceries (general line)             | 4   |
| Other drugs and drug sundries                      | 1  | Meats and meat products              | 1   |
| Cotton   | 2  | Assemblers and country buyers        | 886 |
| Hides, skins, and furs (raw)                       | 1  | Cotton                               | 431 |
| Horse and mules                                    | 1  | Grain                                | 107 |
| Livestock  | 9  | Hides, skins, and furs (raw)         | 9   |
| Fruits and vegetables (fresh)                      | 3  | Livestock                            | 8   |
| Feed   | 1  | Other farm products-raw materials    | 10  |
| Lumber and millwork                                | 1  | Dairy products (general line)        | 4   |
| Mill and mine supplies (general line)              | 2  | Butter                               | 1   |
| Petroleum and its products                         | 2  | Milk and cream                       | 10  |
| Books and periodicals                              | 1  | Poultry and poultry products         | 73  |
| Export agent (cotton)                              | 1  | Dairy and poultry products           | 186 |
| Manufacturers' agents                              | 27 | Fruits and vegetables (fresh)        | 38  |
| Automobiles and other motor vehicles               | 1  | Feed                                 | 3   |
| Automotive equipment, accessories and parts        | 3  | Other food and grocery specialties   | 5   |
| Radios and radio equipment                         | 1  | Forest products (except lumber)      | 1   |
| Asbestos products                                  | 1  | Cooperative marketing associations   | 274 |
| Commercial machinery, equipment and supplies       | .1 | Cotton                               | 233 |
| Construction machinery, equipment and supplies     | 1  | Grain                                | 15  |
| Mill and mine supplies (general line)              | 5  | Livestock                            | 1   |
| Other industrial machinery, equipment and supplies | 5  | Other farm products-raw materials    | 1   |
| Other service equipment and supplies               | 2  | Dairy products (general line)        | 5   |
| Iron and steel                                     | 2  | Butter                               | 1   |
| Other metal and metal works                        | 1  | Milk and cream                       | 1   |
| Other plumbing and heating equipment and supplies  | 2  | Dairy and poultry products           | 9   |
| Miscellaneous kinds of business                    | 2  | Fruits and vegetables (fresh)        | 6   |
| Selling agents                                     | 5  | Elevators                            | 169 |
| Coal   | 3  | Grain                                | 185 |
| Feed   | 1  | Feed                                 | 4   |
| Iron and steel                                     | 1  | Cream stations                       | 176 |
|  |    | Milk and cream                       | 153 |
|  |    | All other dairy products             | 3   |
|  |    | Dairy and poultry products           | 20  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2 B.—STATE OF OKLAHOMA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>THE STATE</b>  | 4,180                                 | \$312,835 | \$39,551       | 12.3                        | 12,928                              | \$17,998 | \$742         | \$34,012                           |
| Wholesalers proper  | 1,332                                 | 149,645   | 19,768         | 13.2                        | 6,718                               | 9,211    | 330           | 21,614                             |
| Manufacturers' sales branches                               | 222                                   | 39,396    | 6,392          | 16.2                        | 1,776                               | 2,956    | 91            | 6,522                              |
| Agents and brokers  | 101                                   | 31,542    | 1,390          | 4.4                         | 283                                 | 499      | 22            | 792                                |
| All other types   | 2,525                                 | 92,252    | 10,981         | 11.9                        | 4,151                               | 5,292    | 299           | 6,084                              |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 14                                    | 421       | 135            | 32.1                        | 42                                  | 64       | 4             | 64                                 |
| Sporting goods (general line)                               | 4                                     | 139       | 40             | 15                          | 18                                  | -        | -             | 35                                 |
| Toys, novelties, and fireworks                              | 4                                     | 59        | 25             | 5                           | 9                                   | 16       | 1             | 9                                  |
| All other   | 6                                     | 223       | 70             | 18                          | 18                                  | 30       | 3             | 20                                 |
| Automotive products   | 122                                   | 5,182     | 1,522          | 29.4                        | 593                                 | 799      | 9             | 1,357                              |
| Automobiles and other motor vehicles                        | 4                                     | 170       | 44             | 15                          | 20                                  | -        | -             | 28                                 |
| Automotive eq't., accessories and parts                     | 107                                   | 4,651     | 1,406          | 55.0                        | 550                                 | 753      | 9             | 1,245                              |
| Tires and tubes   | 12                                    | 351       | 72             | 28                          | 28                                  | 26       | -             | 84                                 |
| Chemicals   | 11                                    | 425       | 89             | 20.7                        | 54                                  | 47       | 1             | 84                                 |
| Industrial chemicals  | 5                                     | 295       | 56             | 21                          | 31                                  | -        | -             | 43                                 |
| All other   | 6                                     | 131       | 32             | 13                          | 16                                  | 1        | 1             | 41                                 |
| Clothing and furnishings                                    | 6                                     | 479       | 96             | 20.0                        | 26                                  | 64       | 2             | 45                                 |
| Coal  | 3                                     | 176       | 21             | 11.9                        | 14                                  | 12       | -             | 2                                  |
| Drugs and drug sundries                                     | 6                                     | 2,880     | 471            | 16.4                        | 158                                 | 235      | 1             | 501                                |
| Drugs (general line)  | 5                                     | 2,643     | 451            | 15.5                        | 155                                 | 231      | -             | 493                                |
| All other   | 3                                     | 27        | 10             | 3                           | 3                                   | 5        | 1             | 8                                  |
| Dry goods   | 4                                     | 820       | 158            | 19.0                        | 47                                  | 63       | -             | 347                                |
| Electrical goods  | 21                                    | 3,004     | 586            | 19.5                        | 183                                 | 259      | 4             | 383                                |
| Farm products—raw materials                                 | 44                                    | 19,056    | 682            | 3.5                         | 171                                 | 238      | 19            | 2,022                              |
| Cotton  | 17                                    | 13,056    | 289            | 2.2                         | 77                                  | 99       | 11            | 881                                |
| Grain   | 18                                    | 4,508     | 245            | 5.4                         | 83                                  | 115      | 5             | 1,097                              |
| Hides, skins, and furs (raw)                                | 5                                     | 210       | 23             | 1.1                         | 6                                   | 9        | 3             | 17                                 |
| All other   | 4                                     | 763       | 25             | 0.3                         | 5                                   | 15       | -             | 27                                 |
| Farm products—consumer goods                                | 155                                   | 11,547    | 2,451          | 21.2                        | 860                                 | 902      | 40            | 292                                |
| Dairy products (general line)                               | 13                                    | 1,188     | 311            | 26.3                        | 156                                 | 137      | 2             | 9                                  |
| Cheese  | 3                                     | 131       | 32             | 2.4                         | 8                                   | 11       | -             | 27                                 |
| Milk and cream  | 5                                     | 91        | 15             | 1.6                         | 4                                   | 4        | 2             | -                                  |
| All other dairy products                                    | 15                                    | 1,369     | 453            | 33.1                        | 187                                 | 182      | 1             | 35                                 |
| Poultry and poultry products                                | 30                                    | 1,409     | 188            | 13.3                        | 67                                  | 74       | 18            | 18                                 |
| Dairy and poultry products                                  | 31                                    | 2,018     | 621            | 30.8                        | 159                                 | 162      | 10            | 38                                 |
| Fruits and vegetables (fresh)                               | 47                                    | 2,982     | 391            | 13.1                        | 164                                 | 165      | 7             | 105                                |
| All other   | 11                                    | 2,359     | 459            | 19.5                        | 155                                 | 167      | -             | 59                                 |
| Farm supplies   | 59                                    | 3,161     | 428            | 13.5                        | 182                                 | 169      | 11            | 328                                |
| Feed  | 50                                    | 2,717     | 370            | 13.6                        | 155                                 | 139      | 9             | 245                                |
| Seeds   | 9                                     | 444       | 68             | 15.3                        | 27                                  | 30       | 2             | 83                                 |
| Furniture and house furnishings                             | 18                                    | 637       | 84             | 13.2                        | 24                                  | 38       | 8             | 89                                 |
| Furniture   | 7                                     | 102       | 20             | 19.6                        | 6                                   | 10       | 1             | 4                                  |
| House furnishings (except furniture)                        | 11                                    | 535       | 64             | 12.0                        | 18                                  | 28       | 7             | 85                                 |

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Table 2B.—STATE OF OKLAHOMA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time employees<br>(average) | PAY ROLL |               | Stocks on hand (end<br>of year) |
|---|------------------------------------|-----------|----------------|-----------------------------|----------------------------------|----------|---------------|---------------------------------|
|   |                                    |           | Amount         | Per-<br>cent<br>of<br>sales |                                  | Total    | Part-<br>time |                                 |
| WHOLESALESAERS PROPER (continued)                           |                                    |           |                |                             |                                  |          |               |                                 |
| Groceries and foods (except farm products)                  | 364                                | \$53,677  | \$5,191        | 9.7                         | 2,054                            | \$2,814  | \$74          | \$7,284                         |
| Groceries (general line)                                    | 114                                | 39,464    | 3,468          |                             | 1,719                            | 1,972    | 31            | 5,986                           |
| Confectionery and soft drinks                               | 80                                 | 5,955     | 656            |                             | 246                              | 273      | 15            | 758                             |
| Fish and sea foods  | 4                                  | 117       | 49             |                             | 14                               | 15       | 1             | 9                               |
| Meats and meat products                                     | 21                                 | 728       | 143            |                             | 63                               | 81       | 1             | 19                              |
| Other food and grocery specialties                          | 145                                | 7,413     | 895            |                             | 412                              | 473      | 26            | 912                             |
| Hardware  | 7                                  | 3,011     | 472            | 15.7                        | 201                              | 282      | 1             | 974                             |
| Jewelry and optical goods                                   | 4                                  | 162       | 55             | 34.0                        | 20                               | 22       | -             | 31                              |
| Lumber and building materials (other than metal)            | 36                                 | 1,177     | 269            | 22.9                        | 93                               | 121      | 17            | 559                             |
| Lumber and millwork   | 12                                 | 297       | 67             |                             | 27                               | 37       | 8             | 151                             |
| Glass   | 5                                  | 115       | 26             |                             | 16                               | 17       | 1             | 27                              |
| All other   | 19                                 | 765       | 176            |                             | 50                               | 67       | 8             | 381                             |
| Machinery, equipment and supplies (except electrical)       | 167                                | 13,166    | 2,199          | 16.7                        | 675                              | 1,142    | 71            | 3,804                           |
| Commercial machinery, eqp't. and supplies                   | 12                                 | 731       | 216            |                             | 70                               | 123      | 4             | 183                             |
| Industrial machinery, eqp't. and supplies                   | 117                                | 10,880    | 1,494          |                             | 428                              | 769      | 52            | 3,190                           |
| Mill and mine supplies (general line)                       | 94                                 | 10,251    | 1,306          |                             | 366                              | 671      | 48            | 3,006                           |
| All other   | 23                                 | 629       | 188            |                             | 72                               | 98       | 4             | 184                             |
| Professional equipment and supplies                         | 6                                  | 495       | 149            |                             | 49                               | 72       | -             | 115                             |
| Service equipment and supplies                              | 25                                 | 662       | 221            |                             | 84                               | 113      | 12            | 235                             |
| Barber and beauty parlor                                    | 18                                 | 467       | 153            |                             | 63                               | 73       | 10            | 212                             |
| All other   | 7                                  | 195       | 68             |                             | 21                               | 40       | 2             | 23                              |
| All other machinery, eqp't. and supplies                    | 7                                  | 398       | 119            |                             | 34                               | 65       | 3             | 81                              |
| Metals (except scrap)                                       | 6                                  | 249       | 34             | 13.7                        | 13                               | 17       | 1             | 35                              |
| Iron and steel  | 3                                  | 229       | 22             |                             | 10                               | 13       | 1             | 34                              |
| All other   | 3                                  | 20        | 12             |                             | 3                                | 4        | -             | 1                               |
| Paper and its products                                      | 12                                 | 1,899     | 455            | 24.5                        | 139                              | 217      | 4             | 549                             |
| Petroleum and its products                                  | 117                                | 21,552    | 2,884          | 13.4                        | 642                              | 1,057    | 17            | 1,207                           |
| Plumbing and heating eqp't. and supplies                    | 13                                 | 1,414     | 397            | 27.8                        | 90                               | 176      | 15            | 454                             |
| Plumbing & heating eqp't. (general line)                    | 7                                  | 656       | 197            |                             | 47                               | 83       | 13            | 272                             |
| All other   | 6                                  | 758       | 140            |                             | 43                               | 93       | 2             | 182                             |
| Tobacco and its products (except leaf)                      | 10                                 | 1,280     | 107            | 8.4                         | 77                               | 54       | 1             | 69                              |
| Waste materials   | 51                                 | 770       | 213            | 27.7                        | 64                               | 88       | 17            | 110                             |
| Junk and scrap (general line)                               | 34                                 | 423       | 101            |                             | 41                               | 42       | 4             | 60                              |
| All other   | 17                                 | 347       | 112            |                             | 47                               | 46       | 13            | 50                              |
| All other products  | 79                                 | 3,479     | 800            | 23.0                        | 336                              | 522      | 13            | 1,023                           |
| Beer  | 34                                 | 755       | 164            |                             | 45                               | 55       | 2             | 61                              |
| Flowers and nursery stock                                   | 5                                  | 118       | 85             |                             | 20                               | 22       |               | 9                               |
| Forest products (except lumber)                             | 3                                  | 209       | 47             |                             | 31                               | 24       | 5             | 66                              |
| Leather   | 4                                  | 110       | 17             |                             | 7                                | 5        | -             | 32                              |
| Newspapers and magazines                                    | 6                                  | 246       | 38             |                             | 25                               | 27       | 2             | 12                              |
| Oils and greases (animal and vegetable)                     | 8                                  | 568       | 85             |                             | 38                               | 25       | -             | 141                             |
| Miscellaneous kinds of business                             | 24                                 | 1,463     | 366            |                             | 169                              | 162      | 2             | 302                             |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF OREGON WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| <b>WITH STOCKS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 186                                   | \$26,500  | \$4,988        | 18.8                        | 1,464                               | \$2,588  | \$87          | \$6,522                            |
| Automotive products   | 4                                     | 647       | 194            | 30.0                        | 69                                  | 116      | -             | 12                                 |
| Chemicals   | 8                                     | 2,654     | 375            | 14.2                        | 90                                  | 179      | 1             | 288                                |
| Electrical goods  | 7                                     | 1,190     | 321            | 27.0                        | 72                                  | 165      | -             | 209                                |
| Farm products-consumer goods                                | 3                                     | 439       | 75             | 17.1                        | 18                                  | 37       | -             | 98                                 |
| Furniture and house furnishings                             | 5                                     | 1,132     | 168            | 14.0                        | 52                                  | 80       | 10            | 13                                 |
| Groceries and foods (except farm products)                  | 3                                     | 161       | 23             | 14.3                        | 4                                   | 15       | -             | 9                                  |
| Jewelry and optical goods                                   | 42                                    | 9,910     | 1,291          | 13.0                        | 452                                 | 687      | 6             | 292                                |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 136       | 50             | 36.8                        | 25                                  | 32       | -             | 12                                 |
| Metals (except scrap)                                       | 89                                    | 8,192     | 1,944          | 23.7                        | 531                                 | 843      | 65            | 5,105                              |
| Petroleum and its products                                  | 4                                     | 220       | 68             | 30.9                        | 13                                  | 26       | -             | 171                                |
| Plumbing and heating equipment and supplies                 | 10                                    | 483       | 195            | 40.4                        | 46                                  | 78       | -             | 65                                 |
| All other kinds of business                                 | 4                                     | 911       | 166            | 18.2                        | 46                                  | 65       | 1             | 176                                |
|   | 5                                     | 445       | 128            | 28.8                        | 46                                  | 67       | 4             | 72                                 |
| <b>WITHOUT STOCKS</b>                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 36                                    | 12,896    | 1,404          | 10.9                        | 312                                 | 608      | 4             | -                                  |
| Automotive products   | 4                                     | 659       | 156            | 24.4                        | 54                                  | 88       | -             | -                                  |
| Groceries and foods (except farm products)                  | 3                                     | 3,319     | 360            | 10.8                        | 81                                  | 148      | -             | -                                  |
| Lumber and building materials (other than metal)            | 4                                     | 2,960     | 451            | 15.2                        | 86                                  | 157      | -             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 3                                     | 359       | 65             | 17.5                        | 13                                  | 34       | -             | -                                  |
| Metals (except scrap)                                       | 12                                    | 300       | 194            | 64.7                        | 28                                  | 91       | 2             | -                                  |
| All other kinds of business                                 | 3                                     | 1,605     | 37             | 2.3                         | 7                                   | 20       | 2             | -                                  |
|   | 7                                     | 3,714     | 143            | 3.9                         | 43                                  | 70       | -             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| <b>BROKERS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-raw materials                                 | 37                                    | 17,355    | 385            | 2.2                         | 74                                  | 165      | 5             | 3                                  |
| Farm products-consumer goods                                | 5                                     | 858       | 12             | 1.4                         | 4                                   | 6        | 1             | 3                                  |
| Groceries and foods (except farm products)                  | 4                                     | 1,013     | 48             | 4.7                         | 9                                   | 19       | -             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 12                                    | 12,320    | 190            | 1.5                         | 38                                  | 83       | -             | -                                  |
| Petroleum and its products                                  | 4                                     | 22        | 4              | 18.2                        | -                                   | -        | -             | -                                  |
| All other kinds of business                                 | 8                                     | 2,965     | 124            | 4.2                         | 19                                  | 56       | 2             | -                                  |
|   | 4                                     | 157       | 7              | 4.5                         | 4                                   | 2        | -             | -                                  |
| <b>COMMISSION MERCHANTS</b>                                 |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-raw materials                                 | 26                                    | 10,668    | 558            | 5.2                         | 79                                  | 136      | 4             | 524                                |
| Farm products-consumer goods                                | 18                                    | 9,568     | 474            | 5.0                         | 52                                  | 100      | -             | 517                                |
| All other kinds of business                                 | 3                                     | 104       | 8              | 7.7                         | 7                                   | 5        | -             | 3                                  |
|   | 10                                    | 1,006     | 76             | 7.6                         | 20                                  | 31       | 4             | 4                                  |
| <b>MANUFACTURERS' AGENTS</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 27                                    | 1,640     | 280            | 17.1                        | 92                                  | 151      | 10            | 150                                |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 669       | 109            | 16.3                        | 59                                  | 61       | -             | 99                                 |
| Metals (except scrap)                                       | 14                                    | 555       | 94             | 16.9                        | 19                                  | 37       | 7             | 4                                  |
| All other kinds of business                                 | 3                                     | 52        | 6              | 11.5                        | 1                                   | 2        | -             | -                                  |
|   | 6                                     | 364       | 71             | 19.5                        | 13                                  | 31       | 3             | 47                                 |
| <b>SELLING AGENTS</b>                                       |                                       |           |                |                             |                                     |          |               |                                    |
| OTHER AGENTS  | 5                                     | 354       | 60             | 16.5                        | 21                                  | 28       | -             | -                                  |
|   | 6                                     | 1,555     | 107            | 7.0                         | 17                                  | 39       | 5             | 115                                |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| BULK TANK STATIONS (petroleum)                              | 991                                   | 26,223    | 5,775          | 22.0                        | 1,922                               | 2,668    | 48            | 1,202                              |

## WHOLESALE DISTRIBUTION: 1933

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Table '2 B.—STATE OF OKLAHOMA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of<br>year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|---------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                       |
| <b>ALL OTHER TYPES (continued)</b>                          |                                       |           |                |                             |                                     |          |               |                                       |
| CHAIN STORE WAREHOUSES                                      | 9                                     | \$9,626   | \$719          | 7.5                         | 190                                 | \$452    | \$29          | \$468                                 |
| Groceries and foods (except farm products)                  | 5                                     | 3,080     | 314            | 7.6                         | 153                                 | 410      | 29            | 451                                   |
| All other kinds of business                                 | 4                                     | 1,548     | 105            | 6.8                         | 27                                  | 42       | -             | 17                                    |
| ASSEMBLERS AND COUNTRY BUYERS                               | 866                                   | 37,071    | 2,750          | 7.4                         | 1,229                               | 1,159    | 162           | 924                                   |
| Farm products—raw materials                                 | 565                                   | 30,302    | 2,077          | 6.9                         | 972                                 | 893      | 91            | 734                                   |
| Farm products—consumer goods                                | 312                                   | 6,288     | 643            | 10.2                        | 236                                 | 249      | 71            | 145                                   |
| Groceries and foods (except farm products)                  | 5                                     | 355       | 24             | 6.8                         | 15                                  | 14       | -             | 44                                    |
| All other kinds of business                                 | 4                                     | 126       | 6              | 4.8                         | 3                                   | 3        | -             | 3                                     |
| COOPERATIVE MARKETING ASSOCIATIONS                          | 274                                   | 7,915     | 483            | 6.2                         | 232                                 | 234      | 28            | 101                                   |
| Farm products—raw materials                                 | 260                                   | 6,437     | 241            | 3.7                         | 75                                  | 130      | 24            | 83                                    |
| Farm products—consumer goods                                | 24                                    | 1,378     | 242            | 17.6                        | 157                                 | 104      | 4             | 18                                    |
| CREAN STATIONS  | 176                                   | 2,336     | 496            | 21.2                        | 267                                 | 235      | 2             | 71                                    |
| ELEVATORS   | 189                                   | 9,179     | 788            | 8.3                         | 291                                 | 244      | 30            | 1,618                                 |
| <b>CITIES OF 100,000 POPULATION AND OVER</b>                |                                       |           |                |                             |                                     |          |               |                                       |
| <b>OKLAHOMA CITY</b>  |                                       |           |                |                             |                                     |          |               |                                       |
|   | 397                                   | 89,195    | 11,028         | 12.4                        | 3,569                               | 5,589    | 117           | 10,050                                |
| Wholesalers proper  | 250                                   | 36,681    | 5,903          | 16.0                        | 2,092                               | 2,892    | 65            | 6,964                                 |
| Manufacturers' sales branches                               | 73                                    | 20,212    | 3,277          | 16.2                        | 928                                 | 1,541    | 16            | 2,479                                 |
| Agents and brokers  | 31                                    | 18,954    | 475            | 2.5                         | 152                                 | 239      | 1             | 79                                    |
| All other types   | 43                                    | 13,198    | 1,373          | 10.4                        | 397                                 | 717      | 35            | 528                                   |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                       |
| Amusement and sporting goods                                | 7                                     | 254       | 80             | 31.5                        | 25                                  | 41       | 3             | 41                                    |
| Automotive products   | 26                                    | 1,469     | 487            | 33.2                        | 179                                 | 273      | 4             | 316                                   |
| Chemicals   | 5                                     | 180       | 32             | 17.8                        | 14                                  | 17       | 1             | 46                                    |
| Clothing and furnishings                                    | 4                                     | 469       | 91             | 19.4                        | 25                                  | 57       | 1             | 44                                    |
| Drugs and drug sundries                                     | 4                                     | 2,752     | 435            | 15.8                        | 148                                 | 225      | 1             | 485                                   |
| Electrical goods  | 11                                    | 2,190     | 411            | 18.8                        | 110                                 | 176      | 3             | 240                                   |
| Farm products—raw materials                                 | 5                                     | 3,611     | 298            | 8.3                         | 40                                  | 74       | 11            | 1,004                                 |
| Farm products—consumer goods                                | 24                                    | 2,553     | 545            | 21.3                        | 222                                 | 207      | 5             | 46                                    |
| Farm supplies   | 4                                     | 581       | 111            | 19.1                        | 48                                  | 41       | -             | 33                                    |
| Furniture and house furnishings                             | 10                                    | 309       | 53             | 17.2                        | 16                                  | 24       | 1             | 42                                    |
| Groceries and foods (except farm products)                  | 45                                    | 11,919    | 1,265          | 10.5                        | 468                                 | 723      | 9             | 1,362                                 |
| Lumber and building materials (other than metal)            | 5                                     | 104       | 41             | 39.4                        | 11                                  | 16       | 2             | 33                                    |
| Machinery, equipment and supplies (except electrical)       | 38                                    | 2,723     | 537            | 19.7                        | 179                                 | 274      | 5             | 1,309                                 |
| Paper and its products                                      | 5                                     | 980       | 238            | 24.3                        | 72                                  | 97       | 2             | 237                                   |
| Petroleum and its products                                  | 15                                    | 755       | 115            | 20.5                        | 53                                  | 80       | 1             | 28                                    |
| Plumbing and heating equipment and supplies                 | 7                                     | 1,195     | 262            | 21.9                        | 70                                  | 138      | 14            | 332                                   |
| Waste materials   | 4                                     | 215       | 49             | 22.6                        | 18                                  | 14       | 2             | 12                                    |
| All other kinds of business 1/                              | 29                                    | 4,572     | 823            | 18.0                        | 378                                 | 415      | -             | 1,290                                 |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                       |
| Amusement and sporting goods                                | 8                                     | 1,286     | 349            | 27.1                        | 123                                 | 204      | -             | 12                                    |
| Automotive products   | 6                                     | 5,616     | 673            | 12.0                        | 152                                 | 298      | 1             | 234                                   |
| Groceries and foods (except farm products)                  | 16                                    | 5,386     | 901            | 16.7                        | 237                                 | 404      | 2             | 94                                    |
| Lumber and bldg. mtr'ls. (other than metal)                 | 3                                     | 538       | 121            | 22.5                        | 37                                  | 62       | -             | 38                                    |
| Machinery, eqpt. & supplies (except elect'l)                | 24                                    | 3,536     | 862            | 24.1                        | 269                                 | 394      | 11            | 1,642                                 |
| Plumbing and heating equipment and supplies                 | 3                                     | 263       | 62             | 29.0                        | 23                                  | 29       | -             | 118                                   |
| All other kinds of business 2/                              | 13                                    | 3,567     | 299            | 8.4                         | 87                                  | 150      | 2             | 141                                   |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF OKLAHOMA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 3                                     | \$629     | \$98           | 15.6                        | 52                                  | \$68     | \$ -          | \$70                               |
| Farm products—raw materials                                 | 6                                     | 6,105     | 105            | 1.7                         | 32                                  | 64       | -             | -                                  |
| Farm products—consumer goods                                | 3                                     | 375       | 25             | 6.7                         | 9                                   | 10       | -             | 3                                  |
| Groceries and foods (except farm products)                  | 9                                     | 10,680    | 185            | 1.6                         | 32                                  | 71       | -             | -                                  |
| Machinery, equipment and supplies (except<br>electrical)    | 5                                     | 69        | 16             | 23.2                        | 5                                   | 7        | -             | -                                  |
| All other kinds of business <u>3</u> /                      | 7                                     | 1,098     | 78             | 7.1                         | 22                                  | 34       | 1             | 6                                  |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 3                                     | 1,414     | 49             | 3.5                         | 15                                  | 22       | -             | 12                                 |
| Farm products—consumer goods                                | 12                                    | 439       | 60             | 13.5                        | 23                                  | 28       | 2             | 3                                  |
| Groceries and foods (except farm products)                  | 4                                     | 7,056     | 522            | 7.4                         | 138                                 | 559      | 27            | 350                                |
| Petroleum and its products                                  | 22                                    | 3,010     | 729            | 24.2                        | 211                                 | 301      | 6             | 162                                |
| All other kinds of business                                 | 2                                     | 1,249     | 15             | 1.0                         | 10                                  | 7        | -             | 1                                  |
| <b>TULSA</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 375                                   | 52,706    | 7,976          | 14.6                        | 2,244                               | 3,563    | 80            | 6,245                              |
| Wholesalers proper  | 235                                   | 35,779    | 5,420          | 15.1                        | 1,504                               | 2,378    | 50            | 4,168                              |
| Manufacturers' sales branches                               | 65                                    | 8,864     | 1,508          | 17.0                        | 451                                 | 723      | 16            | 1,750                              |
| Agents and brokers  | 42                                    | 5,818     | 326            | 5.6                         | 59                                  | 139      | 9             | 74                                 |
| All other type  | 35                                    | 4,246     | 722            | 17.0                        | 230                                 | 328      | 6             | 251                                |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 5                                     | 162       | 51             | 31.5                        | 14                                  | 21       | -             | 20                                 |
| Automotive products   | 25                                    | 1,145     | 401            | 35.1                        | 156                                 | 203      | 1             | 266                                |
| Chemicals   | 6                                     | 246       | 57             | 23.2                        | 20                                  | 30       | -             | 38                                 |
| Electrical goods  | 7                                     | 774       | 168            | 20.4                        | 53                                  | 72       | 1             | 124                                |
| Farm products—consumer goods                                | 18                                    | 1,610     | 279            | 18.6                        | 100                                 | 132      | 4             | 15                                 |
| Furniture and home furnishings                              | 4                                     | 300       | 24             | 8.0                         | 5                                   | 9        | 5             | 47                                 |
| Groceries and foods (except farm products)                  | 36                                    | 6,982     | 697            | 10.0                        | 280                                 | 361      | 8             | 814                                |
| Lumber and building materials (other than<br>metal)         | 8                                     | 294       | 69             | 23.5                        | 24                                  | 31       | 3             | 162                                |
| Machinery, equipment and supplies (except<br>electrical)    | 61                                    | 3,216     | 801            | 24.9                        | 252                                 | 407      | 21            | 1,017                              |
| Metals (except scrap)                                       | 4                                     | 259       | 80             | 31.6                        | 12                                  | 15       | -             | 84                                 |
| Paper and its products                                      | 3                                     | 759       | 198            | 25.7                        | 64                                  | 103      | -             | 225                                |
| Petroleum and its products                                  | 15                                    | 18,575    | 2,347          | 12.2                        | 405                                 | 804      | 5             | 1,037                              |
| Plumbing and heating equipment and supplies                 | 4                                     | 209       | 74             | 35.4                        | 19                                  | 26       | 1             | 119                                |
| Waste materials   | 10                                    | 113       | 35             | 25.2                        | 23                                  | 18       | 2             | 14                                 |
| All other kinds of business <u>4</u> /                      | 25                                    | 1,446     | 301            | 20.8                        | 98                                  | 121      | 1             | 235                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 4                                     | 355       | 60             | 17.9                        | 17                                  | 29       | -             | 53                                 |
| Chemicals   | 4                                     | 652       | 223            | 34.2                        | 46                                  | 117      | -             | 106                                |
| Groceries and foods (except farm products)                  | 9                                     | 1,765     | 330            | 18.7                        | 119                                 | 175      | 3             | 64                                 |
| Machinery, equipment and supplies (except<br>electrical)    | 30                                    | 2,115     | 510            | 24.1                        | 165                                 | 239      | 9             | 1,241                              |
| Metals (except scrap)                                       | 5                                     | 1,608     | 31             | 5.0                         | 15                                  | 22       | -             | 171                                |
| All other kinds of business <u>5</u> /                      | 15                                    | 2,391     | 304            | 12.7                        | 89                                  | 151      | 4             | 116                                |

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## WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF OKLAHOMA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales     | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL     |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|---------------|----------------|-----------------------------|-------------------------------------|--------------|---------------|------------------------------------|
|   |                                       |               | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total        | Part-<br>time |                                    |
| <b>AGENTS AND BROKERS</b>                                   |                                       |               |                |                             |                                     |              |               |                                    |
| Farm products-consumer goods                                | 3                                     | \$698         | \$29           | 4.2                         | 5                                   | \$13         | \$ -          | \$ -                               |
| Machinery, equipment and supplies (except electrical)       | 16                                    | 496           | 75             | 14.7                        | 14                                  | 26           | 4             | 4                                  |
| Metals (except scrap)                                       | 4                                     | 215           | 12             | 5.6                         | 2                                   | 5            | -             | -                                  |
| Petroleum and its products                                  | 3                                     | 2,833         | 109            | 3.8                         | 17                                  | 53           | 2             | -                                  |
| All other kinds of business 5/                              | 11                                    | 1,545         | 103            | 6.7                         | 21                                  | 42           | 3             | 70                                 |
| <b>ALL OTHER TYPES</b>                                      |                                       |               |                |                             |                                     |              |               |                                    |
| Farm products-raw materials                                 | 8                                     | 427           | 35             | 7.7                         | 15                                  | 19           | 1             | 18                                 |
| Farm products-consumer goods                                | 4                                     | 357           | 54             | 17.9                        | 24                                  | 19           | 1             | 1                                  |
| Petroleum and its products                                  | 20                                    | 2,118         | 442            | 20.9                        | 147                                 | 204          | 2             | 115                                |
| All other kinds of business 7/                              | 3                                     | 1,343         | 183            | 15.6                        | 41                                  | 86           | 1             | 117                                |
| <b>CITIES OF 20,000 TO 50,000 POPULATION</b>                |                                       |               |                |                             |                                     |              |               |                                    |
| <b>ENID</b>   |                                       |               |                |                             |                                     |              |               |                                    |
| Wholesalers proper  | 45                                    | 5,380         | 820            | 15.2                        | 270                                 | 419          | 6             | 679                                |
| All other types   | 25                                    | 2,106         | 379            | 18.0                        | 84                                  | 147          | 5             | 1,005                              |
| Farm products-raw materials                                 | 6                                     | 1,319         | 159            | 12.1                        | 13                                  | 45           | 4             | 924                                |
| Farm products-consumer goods                                | 14                                    | 856           | 151            | 17.6                        | 59                                  | 64           | 2             | 4                                  |
| Groceries and foods (except farm products)                  | 19                                    | 4,244         | 556            | 13.3                        | 183                                 | 318          | 2             | 459                                |
| Petroleum and its products                                  | 10                                    | 522           | 157            | 30.1                        | 37                                  | 57           | -             | 68                                 |
| All other   | 21                                    | 545           | 166            | 30.5                        | 53                                  | 82           | 2             | 171                                |
| <b>MUSKOGEE</b>   |                                       |               |                |                             |                                     |              |               |                                    |
| Wholesalers proper  | 51                                    | 6,352         | 632            | 9.6                         | 234                                 | 326          | 24            | 909                                |
| All other types   | 35                                    | 7,304         | 794            | 10.9                        | 187                                 | 249          | 16            | 723                                |
| Farm products-raw materials                                 | 10                                    | 7,685         | 557            | 7.2                         | 57                                  | 132          | 13            | 789                                |
| Farm products-consumer goods                                | 19                                    | 979           | 183            | 18.7                        | 61                                  | 87           | 9             | 21                                 |
| Groceries and foods (except farm products)                  | 17                                    | 2,965         | 223            | 9.5                         | 120                                 | 152          | 2             | 407                                |
| Petroleum and its products                                  | 15                                    | 553           | 128            | 23.3                        | 42                                  | 74           | -             | 39                                 |
| All other   | 27                                    | 1,634         | 265            | 16.2                        | 91                                  | 130          | 16            | 581                                |
| <b>SHAWNEE</b>  |                                       |               |                |                             |                                     |              |               |                                    |
| Wholesalers proper  | 41                                    | 3,112         | 486            | 15.6                        | 188                                 | 237          | 7             | 395                                |
| All other types   | 27                                    | 2,653         | 403            | 15.2                        | 153                                 | 188          | 7             | 372                                |
|   | 14                                    | 459           | 83             | 18.1                        | 35                                  | 49           | -             | 23                                 |
| Farm products-consumer goods                                | 5                                     | 654           | 152            | 23.2                        | 37                                  | 62           | 1             | 22                                 |
| Groceries and foods (except farm products)                  | 9                                     | 1,187         | 86             | 7.2                         | 32                                  | 45           | 1             | 122                                |
| Petroleum and its products                                  | 14                                    | 474           | 109            | 23.0                        | 37                                  | 51           | 1             | 25                                 |
| All other   | 13                                    | 797           | 129            | 17.4                        | 52                                  | 79           | 4             | 236                                |
| <b>CITIES OF 5,000 TO 20,000 POPULATION</b>                 |                                       |               |                |                             |                                     |              |               |                                    |
| <b>Total</b>  | <b>837</b>                            | <b>66,156</b> | <b>7,988</b>   | <b>12.1</b>                 | <b>2,762</b>                        | <b>3,578</b> | <b>194</b>    | <b>9,245</b>                       |
| <b>ADA</b>  | 28                                    | 1,656         | 239            | 14.4                        | 73                                  | 118          | 4             | 236                                |
| <b>ALTUS</b>  | 26                                    | 3,188         | 471            | 14.8                        | 181                                 | 223          | 10            | 347                                |
| <b>ALVA</b>   | 28                                    | 748           | 86             | 11.5                        | 37                                  | 44           | 2             | 84                                 |
| <b>AMARINO</b>  | 14                                    | 1,839         | 54             | 4.3                         | 24                                  | 31           | 1             | 57                                 |
| <b>ARDMORE</b>  | 26                                    | 2,697         | 463            | 17.2                        | 165                                 | 222          | 11            | 379                                |
| <b>BARTLESVILLE</b>   | 28                                    | 4,673         | 216            | 4.6                         | 59                                  | 121          | 4             | 168                                |
| <b>BLACKWELL</b>  | 19                                    | 1,400         | 161            | 11.5                        | 53                                  | 81           | 7             | 276                                |
| <b>BRISTOW</b>  | 19                                    | 1,319         | 116            | 8.8                         | 37                                  | 62           | 2             | 166                                |
| <b>CHICKASHA</b>  | 51                                    | 11,504        | 479            | 4.2                         | 175                                 | 218          | 14            | 1,841                              |



## WHOLESALE DISTRIBUTION: 1933

13-48-4  
Census of  
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Business

Table 2 B.—STATE OF OKLAHOMA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments   | Net sales | TOTAL EXPENSES |                     | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---|-----------|----------------|---------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |   |           | Amount         | Percent<br>of sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 4,000 TO 20,000 POPULATION (continued)            |   |           |                |                     |                                     |          |               |                                    |
| OLNEY   | 35  | \$1,757   | \$256          | 14.6                | 99                                  | \$186    | \$4           | \$298                              |
| CUSHING   | 25  | 1,968     | 209            | 10.6                | 75                                  | 119      | 5             | 352                                |
| DORRAN  | 39  | 1,962     | 236            | 12.0                | 90                                  | 112      | 7             | 238                                |
| DULANT  | 21  | 2,872     | 357            | 12.4                | 156                                 | 145      | 1             | 507                                |
| ELK CITY  | 22  | 1,924     | 151            | 7.8                 | 68                                  | 88       | 30            | 84                                 |
| EL Reno   | 21  | 2,327     | 240            | 10.3                | 96                                  | 124      | 3             | 259                                |
| ENTERLE   | 27  | 1,040     | 292            | 28.1                | 97                                  | 139      | 9             | 77                                 |
| HEBERTVA  | 19  | 850       | 109            | 13.1                | 47                                  | 62       | 1             | 102                                |
| HOLDENVILLE   | 14  | 854       | 109            | 13.1                | 32                                  | 49       | 1             | 137                                |
| HUGO  | 20  | 1,356     | 145            | 10.5                | 49                                  | 65       | -             | 600                                |
| LAWTON  | 40  | 4,507     | 947            | 21.0                | 257                                 | 239      | 11            | 356                                |
| MCALESTER   | 34  | 2,829     | 449            | 15.9                | 157                                 | 239      | 5             | 484                                |
| MIAMI   | 20  | 1,179     | 145            | 12.3                | 45                                  | 65       | -             | 118                                |
| MOBAY   | 20  | 665       | 100            | 15.0                | 57                                  | 67       | -             | 76                                 |
| OKMULGEE  | 50  | 2,185     | 395            | 18.0                | 117                                 | 175      | 14            | 388                                |
| PANHUSA   | 17  | 855       | 117            | 13.7                | 46                                  | 54       | 3             | 146                                |
| PICHER  | 6   | (X)       | (X)            | (X)                 | (X)                                 | (X)      | (X)           | (X)                                |
| POCA  | 27  | 2,168     | 394            | 18.2                | 135                                 | 178      | 7             | 150                                |
| SAND SPRINGS  | 2   | (X)       | (X)            | (X)                 | (X)                                 | (X)      | (X)           | (X)                                |
| SAPULPA   | 18  | 665       | 115            | 17.3                | 51                                  | 60       | 1             | 64                                 |
| SEMIWOLE  | 45  | 2,314     | 451            | 18.6                | 113                                 | 179      | 20            | 1,374                              |
| STILLWATER  | 20  | 915       | 159            | 17.4                | 75                                  | 71       | 5             | 56                                 |
| WENOKA  | 16  | 456       | 85             | 19.0                | 27                                  | 42       | 2             | 230                                |
| WOODWARD  | 24  | 1,218     | 152            | 12.5                | 46                                  | 75       | 9             | 192                                |
| 1/  | Includes 2 establishments dealing in coal; 2 in dry goods; 2 in hardware; 2 in jewelry and optical goods; 2 in tobacco and its products (except leaf); and 19 in all other products.  |           |                |                     |                                     |          |               |                                    |
| 2/  | Includes 2 establishments dealing in chemicals; 1 in coal; 2 in electrical goods; 1 in furniture and house furnishings; 1 in jewelry and optical goods; 2 in metals (except scrap); 1 in petroleum and its products; 1 in tobacco and its products (except leaf); and 2 in all other products.  |           |                |                     |                                     |          |               |                                    |
| 3/  | Includes 1 establishment dealing in chemicals; 1 in clothing and furnishings; 1 in coal; 2 in lumber and building materials (other than metal); 1 in plumbing and heating equipment and supplies; and 1 in all other products.  |           |                |                     |                                     |          |               |                                    |
| 4/  | Includes 2 establishments dealing in drugs and drug sundries; 1 in dry goods; 2 in farm supplies; 1 in hardware; 1 in jewelry and optical goods; 1 in tobacco and its products (except leaf); and 17 in all other products.   |           |                |                     |                                     |          |               |                                    |
| 5/  | Includes 2 establishments dealing in electrical goods; 1 in furniture and house furnishings; 1 in jewelry and optical goods; 2 in lumber and building materials (other than metal); 2 in paper and its products; 2 in petroleum and its products; 1 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 1 in all other products. |           |                |                     |                                     |          |               |                                    |
| 6/  | Includes 2 establishments dealing in automotive products; 1 in clothing and furnishings; 1 in drugs and drug sundries; 1 in electrical goods; 2 in groceries and foods (except farm products); 1 in lumber and building materials (other than metal); 1 in plumbing and heating equipment and supplies; and 2 in all other products.  |           |                |                     |                                     |          |               |                                    |
| 7/  | Includes 1 establishment dealing in automotive products; 1 in drugs and drug sundries; and 1 in groceries and foods (except farm products).   |           |                |                     |                                     |          |               |                                    |

## WHOLESALE DISTRIBUTION: 1933

15-09-7  
Census of  
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Table 3.—STATE OF OKLAHOMA RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS  | Number of establishments  | Total net sales | TOTAL EXPENSES |                   | RECEIPTS FROM—       |                                  |                          |        |                          |          |  |
|---|---|-----------------|----------------|-------------------|----------------------|----------------------------------|--------------------------|--------|--------------------------|----------|--|
|   |   |                 | Amount         | Per cent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental             |        | Other sources            |          |  |
|   |   |                 |                |                   |                      |                                  | Number of establishments | Amount | Number of establishments | Amount   |  |
| Total for State   | 4,180   | \$312,835       | \$28,551       | 12.3              | \$510,382            | 796                              | 18                       | \$51   | 50                       | \$1,686  |  |
| Amusement and sporting goods                            | 22  | 1,707           | 425            | 28.4              | 472                  | 4                                | -                        | -      | 10                       | 1/ 1,251 |  |
| Automotive products                                     | 140   | 12,024          | 2,450          | 20.3              | 11,896               | 178                              | 2                        | 8      | 1                        | 2        |  |
| Dry goods   | 4   | 830             | 158            | 19.0              | 812                  | -                                | -                        | -      | 1                        | 18       |  |
| Electrical goods  | 26  | 4,264           | 715            | 16.7              | 4,261                | 1                                | -                        | -      | 1                        | 2        |  |
| Farm products—raw materials                             | 1,067   | 76,802          | 4,336          | 5.6               | 76,307               | 438                              | 1                        | 1      | 2                        | 6        |  |
| Farm products—consumer goods                            | 678   | 23,317          | 4,056          | 17.0              | 23,814               | 2                                | -                        | -      | 1                        | 1        |  |
| Farm supplies   | 67  | 5,425           | 434            | 14.1              | 5,222                | 1                                | 2                        | 2      | -                        | -        |  |
| Furniture and house furnishings                         | 21  | 793             | 107            | 13.4              | 793                  | -                                | -                        | -      | -                        | -        |  |
| Groceries and foods<br>(except farm products)           | 434   | 87,376          | 7,744          | 8.9               | 87,356               | 1                                | -                        | -      | 7                        | 19       |  |
| Hardware  | 7   | 5,011           | 472            | 15.7              | 5,011                | -                                | -                        | -      | -                        | -        |  |
| Jewelry and optical goods                               | 8   | 298             | 105            | 35.2              | 298                  | -                                | -                        | -      | -                        | -        |  |
| Lumber and building materials<br>(other than metal)     | 44  | 2,121           | 449            | 21.2              | 2,121                | -                                | -                        | -      | -                        | -        |  |
| Machinery equipment and supplies<br>(except electrical) | 288   | 22,243          | 4,439          | 20.0              | 21,977               | 107                              | 1                        | 1      | 17                       | 2/ 263   |  |
| Petroleum and its products                              | 1,128   | 51,251          | 2,985          | 17.5              | 51,164               | 10                               | 10                       | 10     | 5                        | 67       |  |
| Plumbing and heating equipment<br>and supplies          | 20  | 2,613           | 567            | 21.7              | 2,615                | -                                | 1                        | 1      | 1                        | 2        |  |
| Waste materials   | 51  | 770             | 215            | 27.7              | 770                  | -                                | -                        | -      | -                        | -        |  |
| All other kinds of business                             | 175   | 19,415          | 2,769          | 14.3              | 19,388               | 4                                | 1                        | 8      | 4                        | 15       |  |
| 1/  | Includes 10 exchanges dealing in motion picture films with income from film rentals of \$123,100.                                   |                 |                |                   |                      |                                  |                          |        |                          |          |  |
| 2/  | Includes 15 establishments dealing in machinery, equipment and supplies, with receipts from machine rentals amounting to \$405,000. |                 |                |                   |                      |                                  |                          |        |                          |          |  |

## WHOLESALE DISTRIBUTION: 1933

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American  
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Table 4.—STATE OF OKLAHOMA CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals)

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |                  | ESTABLISHMENTS REPORTING CREDIT SALES |                                       |                  |                                       |                  |                  |                    |                 |                  |
|---|--------------------|------------------|---------------------------------------|---------------------------------------|------------------|---------------------------------------|------------------|------------------|--------------------|-----------------|------------------|
|   | Number             | Net sales        | Number                                | Percent of total for kind of business | Net sales        | Percent of total for kind of business | Credit sales     |                  |                    | Total Expenses  |                  |
|   |                    |                  |                                       |                                       |                  |                                       | Amount           | Percent of sales | All establishments | Amount          | Percent of sales |
| <b>Total for State</b>                    | <b>4,180</b>       | <b>\$512,855</b> | <b>2,084</b>                          | <b>49.9</b>                           | <b>\$195,174</b> | <b>61.7</b>                           | <b>\$140,696</b> | <b>72.3</b>      | <b>45.0</b>        | <b>\$28,765</b> | <b>14.9</b>      |
| <b>WHOLESALESAERS PROPER</b>              |                    |                  |                                       |                                       |                  |                                       |                  |                  |                    |                 |                  |
| <b>Total</b>                              | <b>1,552</b>       | <b>149,645</b>   | <b>849</b>                            | <b>63.7</b>                           | <b>111,754</b>   | <b>74.7</b>                           | <b>87,985</b>    | <b>78.7</b>      | <b>58.8</b>        | <b>15,995</b>   | <b>14.3</b>      |
| Amusement and sporting goods              | 14                 | 421              | 5                                     | 35.7                                  | 256              | 60.8                                  | 209              | 81.6             | 49.8               | 73              | 28.5             |
| Automotive products                       | 123                | 5,182            | 99                                    | 80.5                                  | 4,789            | 91.8                                  | 3,212            | 67.5             | 62.0               | 1,403           | 29.5             |
| Chemicals                                 | 11                 | 425              | 10                                    | 90.9                                  | 421              | 98.8                                  | 356              | 84.6             | 85.5               | 88              | 20.9             |
| Clothing and furnishings                  | 6                  | 479              | 5                                     | 83.5                                  | 478              | 99.2                                  | 475              | 100.0            | 99.2               | 95              | 19.6             |
| Coal                                      | 3                  | 176              | 2                                     | 66.7                                  | 128              | 72.7                                  | 101              | 78.9             | 57.8               | 18              | 14.1             |
| Drugs and drug sundries                   | 8                  | 2,880            | 6                                     | 75.0                                  | 2,822            | 98.0                                  | 2,637            | 93.4             | 91.6               | 451             | 16.0             |
| Dry goods                                 | 4                  | 850              | 2                                     | 50.0                                  | 762              | 91.8                                  | 727              | 95.4             | 87.6               | 149             | 19.6             |
| Electrical goods                          | 21                 | 3,004            | 19                                    | 90.5                                  | 2,504            | 83.4                                  | 2,135            | 85.3             | 71.1               | 487             | 19.4             |
| Farm products—raw materials               | 44                 | 19,066           | 9                                     | 20.5                                  | 5,505            | 18.4                                  | 582              | 10.5             | 5.3                | 541             | 9.7              |
| Farm products—consumer goods              | 155                | 11,547           | 79                                    | 51.0                                  | 9,035            | 78.2                                  | 5,072            | 57.4             | 52.6               | 2,114           | 23.4             |
| Farm supplies                             | 59                 | 5,161            | 41                                    | 69.5                                  | 2,822            | 54.5                                  | 873              | 30.9             | 27.6               | 899             | 18.8             |
| Furniture and house furnishings           | 18                 | 637              | 4                                     | 22.2                                  | 502              | 78.8                                  | 476              | 94.8             | 74.7               | 55              | 11.0             |
| Groceries and foods                       | 564                | 55,677           | 209                                   | 37.4                                  | 44,965           | 80.8                                  | 37,376           | 83.1             | 69.6               | 4,171           | 9.3              |
| Hardware                                  | 7                  | 3,011            | 6                                     | 85.7                                  | 1,777            | 59.0                                  | 961              | 54.1             | 31.9               | 325             | 18.5             |
| Jewelry and optical goods                 | 4                  | 152              | 4                                     | 100.0                                 | 152              | 100.0                                 | 156              | 95.5             | 96.5               | 55              | 34.0             |
| Lumber and building materials             | 35                 | 1,177            | 25                                    | 69.4                                  | 1,099            | 93.4                                  | 1,015            | 92.4             | 86.5               | 243             | 22.1             |
| Machinery, equipment and supplies         | 167                | 13,156           | 150                                   | 89.8                                  | 12,708           | 96.5                                  | 11,780           | 92.7             | 89.5               | 2,096           | 16.5             |
| Metals (except scrap)                     | 6                  | 249              | 4                                     | 66.7                                  | 239              | 96.0                                  | 198              | 82.8             | 79.5               | 19              | 12.1             |
| Paper and its products                    | 12                 | 1,899            | 12                                    | 100.0                                 | 1,899            | 100.0                                 | 1,691            | 89.0             | 89.0               | 456             | 24.5             |
| Petroleum and its products                | 117                | 21,552           | 93                                    | 79.5                                  | 15,927           | 73.9                                  | 15,927           | 87.5             | 64.7               | 1,851           | 11.6             |
| Plumbing and heating eq't.—supplies       | 13                 | 1,414            | 10                                    | 76.9                                  | 1,311            | 92.7                                  | 1,152            | 87.9             | 81.5               | 304             | 23.2             |
| Tobacco and its products                  | 10                 | 1,280            | 8                                     | 80.0                                  | 1,075            | 84.0                                  | 651              | 60.6             | 50.9               | 84              | 7.8              |
| Waste materials                           | 51                 | 770              | 14                                    | 27.5                                  | 446              | 57.9                                  | 383              | 85.9             | 49.7               | 142             | 11.8             |
| All other products                        | 79                 | 3,479            | 33                                    | 41.8                                  | 2,159            | 62.1                                  | 1,026            | 47.5             | 29.5               | 568             | 26.3             |
| <b>ALL OTHER TYPES—Total</b>              | <b>2,648</b>       | <b>163,190</b>   | <b>1,235</b>                          | <b>45.4</b>                           | <b>81,420</b>    | <b>49.8</b>                           | <b>52,711</b>    | <b>64.7</b>      | <b>32.5</b>        | <b>12,770</b>   | <b>15.7</b>      |
| Amusement and sporting goods              | 8                  | 1,286            | 4                                     | 50.0                                  | 640              | 49.8                                  | 560              | 56.5             | 28.0               | 181             | 28.5             |
| Automotive products                       | 17                 | (X)              | 15                                    | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)                | (X)             | (X)              |
| Chemicals                                 | 8                  | (X)              | 7                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)                | (X)             | (X)              |
| Clothing and furnishings                  | 2                  | (X)              | 2                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)                | (X)             | (X)              |
| Coal                                      | 4                  | (X)              | 3                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)                | (X)             | (X)              |
| Drugs and drug sundries                   | 4                  | (X)              | -                                     | -                                     | -                | -                                     | -                | -                | -                  | -               | -                |
| Electrical goods                          | 6                  | (X)              | 4                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)                | (X)             | (X)              |
| Farm products—raw materials               | 1,023              | 57,735           | 98                                    | 9.6                                   | 7,720            | 13.4                                  | 1,054            | 13.6             | 1.8                | 896             | 7.7              |
| Farm products—consumer goods              | 583                | 12,270           | 63                                    | 12.0                                  | 6,058            | 49.4                                  | 2,694            | 44.5             | 22.0               | 966             | 15.9             |
| Farm supplies                             | 8                  | 264              | 6                                     | 75.0                                  | 247              | 93.6                                  | 39               | 15.8             | 14.8               | 18              | 7.3              |
| Furniture and house furnishings           | 3                  | 161              | 2                                     | 66.7                                  | 160              | 99.4                                  | 158              | 95.6             | 95.0               | 23              | 14.4             |
| Groceries and foods                       | 70                 | 35,699           | 62                                    | 76.5                                  | 22,915           | 64.0                                  | 19,114           | 82.4             | 56.7               | 1,951           | 8.6              |
| Jewelry and optical goods                 | 4                  | 136              | 4                                     | 100.0                                 | 136              | 100.0                                 | 136              | 100.0            | 100.0              | 50              | 36.8             |
| Lumber and building materials             | 8                  | 944              | 5                                     | 75.0                                  | 764              | 80.9                                  | 730              | 95.6             | 77.3               | 173             | 22.6             |
| Machinery, equipment and supplies         | 121                | 9,082            | 109                                   | 90.1                                  | 8,902            | 98.0                                  | 8,570            | 96.3             | 94.4               | 2,193           | 24.6             |
| Metals (except scrap)                     | 11                 | (X)              | 9                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)                | (X)             | (X)              |
| Paper and its products                    | 2                  | (X)              | 1                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)                | (X)             | (X)              |
| Petroleum and its products                | 1,011              | 29,699           | 840                                   | 83.1                                  | 24,187           | 81.4                                  | 10,985           | 45.4             | 37.0               | 5,256           | 21.8             |
| Plumbing and heating eq't.—supplies       | 7                  | 1,204            | 6                                     | 85.7                                  | 1,167            | 96.9                                  | 1,147            | 98.3             | 95.3               | 217             | 10.8             |
| Tobacco and its products                  | 2                  | (X)              | -                                     | -                                     | -                | -                                     | -                | -                | -                  | -               | -                |
| All other products                        | 7                  | 870              | 4                                     | 57.1                                  | 162              | 18.5                                  | 58               | 35.8             | 6.7                | 33              | 20.4             |

## WHOLESALE DISTRIBUTION: 1933

12-26-33

Census of

American

Business

Table 5.—STATE OF

OKLAHOMA

DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |                 |                 | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |   |                  |   |                 |                             |                                     |   |                                      |  |
|---|--------------------|-----------------|-----------------|--|---|------------------|---|-----------------|-----------------------------|-------------------------------------|---|--------------------------------------|--|
|   | Number             | Net sales       | Total expenses  | Number of estab-<br>lishments                  | Per-<br>cent of total<br>for kind<br>of busi-<br>ness | Net sales        | Per-<br>cent of total<br>for kind<br>of busi-<br>ness | Total expenses  |                             | Sales to<br>retailers<br>for resale | Sales to<br>home<br>con-<br>sumers<br>(at retail) | Sales to<br>indus-<br>trial<br>users | Sales to<br>whole-<br>sale<br>organi-<br>zations |
|   |                    |                 |                 |  |   |                  |   | Amount          | Per-<br>cent<br>of<br>sales |                                     |   |                                      |  |
| <b>Total for State</b>                    | <b>4,180</b>       | <b>\$32,835</b> | <b>\$38,531</b> | <b>3,170</b>                                   | <b>75.8</b>   | <b>\$264,601</b> | <b>84.6</b>   | <b>\$32,756</b> | <b>12.4</b>                 | <b>\$144,816</b>                    | <b>\$7,217</b>                                    | <b>\$61,163</b>                      | <b>\$31,365</b>                                  |
| <b>WHOLESALESAERS PROPER</b>              |                    |                 |                 |  |   |                  |   |                 |                             |                                     |   |                                      |  |
| <b>Total</b>                              | <b>1,332</b>       | <b>149,645</b>  | <b>19,766</b>   | <b>1,216</b>                                   | <b>91.3</b>   | <b>139,590</b>   | <b>93.3</b>   | <b>18,064</b>   | <b>12.9</b>                 | <b>91,091</b>                       | <b>3,587</b>                                      | <b>39,074</b>                        | <b>6,636</b>                                     |
| Amusement and sporting goods              | 14                 | 421             | 135             | 13   | 92.9  | 316              | 75.1  | 107             | 33.9                        | 76                                  | 19  | 216                                  | 5  |
| Automotive products                       | 123                | 5,182           | 1,532           | 119  | 96.7  | 5,156            | 99.1  | 1,501           | 29.2                        | 3,671                               | 548   | 873                                  | 44   |
| Chemicals                                 | 11                 | 426             | 88              | 10   | 90.3  | 354              | 83.1  | 73              | 22.3                        | 20                                  | 225   | 1                                    |  |
| Clothing and furnishings                  | 6                  | 479             | 96              | 6  | 100.0   | 479              | 100.0   | 96              | 20.0                        | 477                                 | 2   | -                                    | -  |
| Coal                                      | 3                  | 176             | 21              | 2  | 66.7  | 58               | 33.0  | 9               | 15.5                        | 52                                  | -   | -                                    | 6  |
| Drugs and drug sundries                   | 8                  | 2,680           | 471             | 8  | 100.0   | 2,380            | 100.0   | 471             | 16.4                        | 2,761                               | 81  | -                                    | 48   |
| Dry goods                                 | 4                  | 830             | 188             | 4  | 100.0   | 830              | 100.0   | 158             | 19.0                        | 812                                 | -   | -                                    | 16   |
| Electrical goods                          | 21                 | 3,004           | 556             | 21   | 100.0   | 3,004            | 100.0   | 556             | 18.5                        | 5,235                               | 115   | 600                                  | 4  |
| Farm products—raw materials               | 44                 | 19,056          | 522             | 43   | 85.4  | 13,199           | 69.2  | 638             | 3.6                         | 1,419                               | 91  | 14,908                               | 1,741  |
| Farm products—consumer goods              | 155                | 11,547          | 2,461           | 154  | 86.5  | 11,161           | 96.7  | 2,368           | 21.4                        | 10,003                              | 356   | 381                                  | 451  |
| Farm supplies                             | 59                 | 3,161           | 438             | 39   | 64.0  | 2,641            | 83.5  | 351             | 13.3                        | 2,072                               | 369   | 107                                  | 95   |
| Furniture & house furnishings             | 18                 | 637             | 84              | 18   | 100.0   | 637              | 100.0   | 84              | 13.2                        | 558                                 | 33  | 56                                   | -  |
| Groceries and foods                       | 364                | 55,477          | 5,191           | 362  | 99.5  | 53,853           | 99.8  | 5,186           | 9.7                         | 50,660                              | 686   | 731                                  | 1,486  |
| Hardware                                  | 7                  | 3,011           | 472             | 6  | 85.7  | 1,777            | 59.0  | 325             | 18.3                        | 1,665                               | 24  | 53                                   | 17   |
| Jewelry and optical goods                 | 4                  | 162             | 55              | 4  | 100.0   | 152              | 100.0   | 55              | 34.0                        | 64                                  | -   | 98                                   | -  |
| Lumber & building materials               | 36                 | 1,177           | 269             | 30   | 83.3  | 1,129            | 95.9  | 259             | 22.9                        | 804                                 | 114   | 166                                  | 45   |
| Machinery, exp't & supplies               | 167                | 13,166          | 2,199           | 162  | 97.0  | 12,920           | 96.1  | 3,144           | 16.6                        | 914                                 | 171   | 11,711                               | 124  |
| Metals (except scrap)                     | 6                  | 249             | 34              | 5  | 83.3  | 244              | 98.0  | 30              | 12.3                        | 126                                 | 20  | 86                                   | 12   |
| Paper and its products                    | 12                 | 1,999           | 465             | 10   | 83.3  | 1,615            | 80.0  | 409             | 25.3                        | 926                                 | 410   | 266                                  | 13   |
| Petroleum and its products                | 117                | 21,552          | 2,384           | 84   | 71.8  | 15,694           | 72.8  | 1,743           | 11.1                        | 6,251                               | 361   | 7,425                                | 1,657  |
| Plumbing & heating exp't                  | 13                 | 1,414           | 337             | 13   | 100.0   | 1,414            | 100.0   | 337             | 23.8                        | 1,279                               | 25  | 102                                  | 8  |
| Tobacco and its products                  | 10                 | 1,280           | 107             | 10   | 100.0   | 1,280            | 100.0   | 107             | 8.4                         | 1,271                               | 9   | -                                    | -  |
| Waste materials                           | 51                 | 770             | 213             | 40   | 78.4  | 658              | 85.5  | 181             | 27.5                        | 309                                 | 21  | 304                                  | 24   |
| All other products                        | 79                 | 3,479           | 800             | 79   | 100.0   | 3,479            | 100.0   | 800             | 23.0                        | 2,510                               | 112   | 616                                  | 41   |
| <b>ALL OTHER TYPES</b>                    | <b>2,846</b>       | <b>163,190</b>  | <b>10,765</b>   | <b>1,954</b>                                   | <b>68.6</b>   | <b>125,011</b>   | <b>76.6</b>   | <b>14,692</b>   | <b>11.8</b>                 | <b>55,725</b>                       | <b>3,630</b>                                      | <b>42,109</b>                        | <b>25,547</b>                                    |
| Amusement and sporting goods              | 8                  | 1,266           | 350             | 1  | 12.5  | 169              | 13.1  | 41              | 24.3                        | -                                   | -   | 158                                  | 11   |
| Automotive products                       | 17                 | (X)             | (X)             | (X)  | (X)   | (X)              | (X)   | (X)             | (X)                         | (X)                                 | (X)   | (X)                                  | (X)  |
| Chemicals                                 | 8                  | (X)             | (X)             | (X)  | (X)   | (X)              | (X)   | (X)             | (X)                         | (X)                                 | (X)   | (X)                                  | (X)  |
| Clothing and furnishings                  | 2                  | (X)             | (X)             | (X)  | (X)   | (X)              | (X)   | (X)             | (X)                         | (X)                                 | (X)   | (X)                                  | (X)  |
| Coal                                      | 4                  | (X)             | (X)             | (X)  | (X)   | (X)              | (X)   | (X)             | (X)                         | (X)                                 | (X)   | (X)                                  | (X)  |
| Drugs and drug sundries                   | 4                  | (X)             | (X)             | (X)  | (X)   | (X)              | (X)   | (X)             | (X)                         | (X)                                 | (X)   | (X)                                  | (X)  |
| Electrical goods                          | 5                  | (X)             | (X)             | (X)  | (X)   | (X)              | (X)   | (X)             | (X)                         | (X)                                 | (X)   | (X)                                  | (X)  |
| Farm products—raw materials               | 1,023              | 57,736          | 3,654           | 593  | 58.0  | 36,548           | 63.3  | 2,807           | 7.7                         | 4,181                               | 1,017   | 26,038                               | 5,312  |
| Farm products—consumer goods              | 523                | 12,270          | 1,595           | 425  | 81.3  | 10,550           | 86.0  | 1,489           | 14.1                        | 5,176                               | 232   | 1,987                                | 3,095  |
| Farm supplies                             | 3                  | 264             | 46              | 5  | 62.5  | 219              | 83.4  | 14              | 7.3                         | 170                                 | 6   | -                                    | 43   |
| Furniture & house furnishings             | 3                  | 131             | 23              | 3  | 100.0   | 161              | 100.0   | 23              | 14.3                        | 161                                 | -   | -                                    | -  |
| Groceries and foods                       | 70                 | 33,699          | 2,553           | 67   | 95.7  | 31,808           | 94.4  | 2,459           | 7.7                         | 17,397                              | 136   | 761                                  | 13,494   |
| Jewelry and optical goods                 | 4                  | 136             | 50              | 4  | 100.0   | 136              | 100.0   | 50              | 36.8                        | 150                                 | -   | -                                    | -  |
| Lumber & building materials               | 8                  | 964             | 160             | 6  | 75.0  | 764              | 80.9  | 173             | 22.6                        | 649                                 | 62  | 253                                  | -  |
| Machinery, exp't & supplies               | 121                | 3,082           | 2,240           | 114  | 94.2  | 6,616            | 97.1  | 2,060           | 23.6                        | 1,179                               | 122   | 7,215                                | 300  |
| Metals (except scrap)                     | 11                 | (X)             | (X)             | (X)  | (X)   | (X)              | (X)   | (X)             | (X)                         | (X)                                 | (X)   | (X)                                  | (X)  |
| Paper and its products                    | 2                  | (X)             | (X)             | (X)  | (X)   | (X)              | (X)   | (X)             | (X)                         | (X)                                 | (X)   | (X)                                  | (X)  |
| Petroleum and its products                | 1,011              | 29,599          | 6,101           | 675  | 66.8  | 19,540           | 65.8  | 3,916           | 20.0                        | 16,574                              | 1,639   | 944                                  | 433  |
| Plumbing & heating exp't                  | 7                  | 1,204           | 230             | 7  | 100.0   | 1,204            | 100.0   | 230             | 19.1                        | 506                                 | 64  | 780                                  | 34   |
| Tobacco and its products                  | 2                  | (X)             | (X)             | (X)  | (X)   | (X)              | (X)   | (X)             | (X)                         | (X)                                 | (X)   | (X)                                  | (X)  |
| All other products                        | 7                  | 870             | 80              | 7  | 100.0   | 870              | 100.0   | 80              | 9.2                         | 708                                 | 41  | 120                                  | 1  |

Table 6.—STATE OF **OHIO** MONTHLY EMPLOYMENT, BY KIND OF BUSINESS  
 For States and Cities of 500,000 Population and Over

| State and City<br>Kind of Business                            | NUMBER AND PROPORTION<br>OF MEN AND WOMEN<br>EMPLOYED |                           |                           | Average<br>number<br>of em-<br>ployees | NUMBER OF EMPLOYEES—By MONTH |                             |                 |              |               |        |        |        |        |        |        |                     | De-<br>com-<br>ber |              |                    |
|---|---|---------------------------|---------------------------|--|------------------------------|-----------------------------|-----------------|--------------|---------------|--------|--------|--------|--------|--------|--------|---------------------|--------------------|--------------|--------------------|
|   | Pre-<br>pri-<br>ors<br>and<br>non-<br>mem-<br>bers    | Men                       |                           |  | Women                        |                             | Employ-<br>ment | Jan-<br>uary | Feb-<br>ruary | March  | April  | May    | June   | July   | August | Sep-<br>tem-<br>ber |                    | Octo-<br>ber | No-<br>vem-<br>ber |
|   |   | Esti-<br>mated<br>average | Esti-<br>mated<br>average |  | Esti-<br>mated<br>average    | Per-<br>cent<br>of<br>total |                 |              |               |        |        |        |        |        |        |                     |                    |              |                    |
| Total   | 2,082   | 12,227                    | 1,664                     | 10,646                                 | 12,958                       | 11,674                      | 11,670          | 11,566       | 11,696        | 11,772 | 12,022 | 12,486 | 13,010 | 14,534 | 16,245 | 14,913              | 14,534             | 14,216       |                    |
| Amusement and sporting goods.....                             | 12  | 87                        | 85                        | 46.9                                   | 166                          | 168                         | 162             | 162          | 162           | 166    | 169    | 160    | 161    | 162    | 166    | 166                 | 166                | 167          |                    |
| Automotive products.....                                      | 101   | 786                       | 81                        | 8.2                                    | 684                          | 601                         | 771             | 785          | 777           | 794    | 804    | 826    | 868    | 901    | 820    | 898                 | 916                | 916          |                    |
| Chemicals.....  | 3   | 94                        | 16                        | 14.1                                   | 107                          | 101                         | 101             | 102          | 101           | 104    | 106    | 106    | 114    | 112    | 114    | 114                 | 114                | 114          |                    |
| Clothing and furnishings.....                                 | 6   | 20                        | 10                        | 48.9                                   | 32                           | 30                          | 30              | 30           | 30            | 30     | 27     | 27     | 26     | 31     | 27     | 26                  | 27                 | 26           |                    |
| Coal.....   | -   | 24                        | 13                        | 36.1                                   | 36                           | 40                          | 43              | 42           | 38            | 38     | 31     | 31     | 32     | 33     | 35     | 36                  | 36                 | 36           |                    |
| Drugs and drug sundries.....                                  | 4   | 149                       | 27                        | 18.1                                   | 174                          | 169                         | 169             | 169          | 169           | 169    | 170    | 170    | 180    | 180    | 182    | 182                 | 182                | 182          |                    |
| Dry goods.....  | 4   | 39                        | 9                         | 16.2                                   | 47                           | 37                          | 37              | 37           | 37            | 39     | 46     | 49     | 49     | 52     | 52     | 52                  | 52                 | 52           |                    |
| Electrical goods.....   | 10  | 196                       | 31                        | 13.8                                   | 213                          | 216                         | 216             | 216          | 224           | 201    | 199    | 211    | 211    | 216    | 216    | 216                 | 216                | 216          |                    |
| Farm products—raw materials.....                              | 309   | 1,922                     | 66                        | 3.2                                    | 1,833                        | 1,816                       | 1,816           | 1,816        | 1,816         | 1,816  | 1,816  | 1,816  | 1,816  | 1,816  | 1,816  | 1,816               | 1,816              | 1,816        |                    |
| Farm products—consumer goods.....                             | 607   | 1,752                     | 323                       | 18.7                                   | 1,462                        | 1,440                       | 1,475           | 1,474        | 1,544         | 1,570  | 1,522  | 1,509  | 1,489  | 1,465  | 1,453  | 1,437               | 1,437              | 1,437        |                    |
| Farm supplies.....  | 74  | 250                       | 11                        | 4.9                                    | 240                          | 238                         | 238             | 238          | 238           | 238    | 238    | 238    | 238    | 238    | 238    | 238                 | 238                | 238          |                    |
| Furniture and house furnishings.....                          | 20  | 38                        | 7                         | 18.2                                   | 29                           | 27                          | 27              | 27           | 27            | 27     | 26     | 26     | 26     | 26     | 27     | 27                  | 27                 | 27           |                    |
| General merchandise.....                                      | -   | -                         | -                         | -                                      | 17                           | 18                          | 18              | 18           | 17            | 18     | 17     | 17     | 17     | 17     | 18     | 18                  | 18                 | 18           |                    |
| Groceries and feeds<br>(except farm products).....            | 205   | 2,658                     | 468                       | 18.0                                   | 2,011                        | 2,050                       | 2,026           | 2,026        | 2,026         | 2,026  | 2,026  | 2,026  | 2,026  | 2,026  | 2,026  | 2,026               | 2,026              | 2,026        |                    |
| Hardware.....   | 6   | 177                       | 27                        | 13.4                                   | 245                          | 238                         | 178             | 181          | 183           | 186    | 190    | 224    | 239    | 247    | 247    | 247                 | 247                | 247          |                    |
| Jewelry and optical goods.....                                | 1   | 39                        | 4                         | 10.5                                   | 3                            | 3                           | 3               | 3            | 3             | 3      | 3      | 3      | 3      | 3      | 3      | 3                   | 3                  | 3            |                    |
| Lumber and building materials<br>(other than metal).....      | 25  | 180                       | 10                        | 6.2                                    | 165                          | 143                         | 143             | 143          | 143           | 143    | 143    | 143    | 143    | 143    | 143    | 143                 | 143                | 143          |                    |
| Machinery, equipment and supplies<br>(except electrical)..... | 95  | 1,256                     | 144                       | 9.6                                    | 1,123                        | 1,136                       | 1,136           | 1,136        | 1,136         | 1,136  | 1,136  | 1,136  | 1,136  | 1,136  | 1,136  | 1,136               | 1,136              | 1,136        |                    |
| Metal (except scrap).....                                     | 7   | 34                        | 4                         | 9.6                                    | 27                           | 26                          | 26              | 26           | 26            | 26     | 26     | 26     | 26     | 26     | 26     | 26                  | 26                 | 26           |                    |
| Paper and its products.....                                   | 2   | 133                       | 23                        | 14.8                                   | 146                          | 147                         | 143             | 143          | 143           | 143    | 143    | 143    | 143    | 143    | 143    | 143                 | 143                | 143          |                    |
| Petroleum and its products.....                               | 264   | 2,457                     | 145                       | 5.1                                    | 2,352                        | 2,352                       | 2,352           | 2,352        | 2,352         | 2,352  | 2,352  | 2,352  | 2,352  | 2,352  | 2,352  | 2,352               | 2,352              | 2,352        |                    |
| Pumbing and heating equipment and<br>supplies.....            | 6   | 161                       | 22                        | 12.1                                   | 146                          | 146                         | 146             | 146          | 146           | 146    | 146    | 146    | 146    | 146    | 146    | 146                 | 146                | 146          |                    |
| Tobacco and its products<br>(except leaf).....                | 4   | 69                        | 1                         | 1.6                                    | 67                           | 67                          | 67              | 67           | 67            | 67     | 67     | 67     | 67     | 67     | 67     | 67                  | 67                 | 67           |                    |
| Waste materials.....  | 59  | 199                       | 4                         | 2.1                                    | 194                          | 194                         | 194             | 194          | 194           | 194    | 194    | 194    | 194    | 194    | 194    | 194                 | 194                | 194          |                    |
| All other products.....                                       | 71  | 258                       | 39                        | 9.9                                    | 265                          | 259                         | 259             | 259          | 259           | 259    | 259    | 259    | 259    | 259    | 259    | 259                 | 259                | 259          |                    |





## WHOLESALE DISTRIBUTION: 1933

12-0-  
Census of  
American  
Business

Table 1.—STATE OF TEXAS SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF<br>ESTABLISH-<br>MENTS |      | NET SALES |          | TOTAL EXPENSES |                     | Full-<br>time<br>employees<br>(average) | PAY ROLL        |   |               | Stocks<br>on<br>hand<br>(end<br>of<br>year) |         |
|---|----------------------------------|------|-----------|----------|----------------|---------------------|---|-----------------|---|---------------|---|---------|
|   | 1933                             | 1929 | 1933      | 1929     | Amount         | Percent<br>of sales |   | Total<br>Amount | Part-<br>time<br>Percent<br>of<br>sales | Part-<br>time |   |         |
|   |                                  |      |           |          |                | 1933                |   |                 |   |               |   | 1929    |
| <b>EL PASO</b>                          | 187                              | 205  | \$30,361  | \$74,584 | \$3,751        | 12.3                | 9.8                                     | 1,424           | \$1,819                                 | 6.0           | \$55  | \$3,350 |
| Wholesalers proper                      | 113                              | 124  | 13,237    | 35,885   | 2,349          | 17.7                | 13.2                                    | 950             | 1,120                                   | 8.5           | 41  | 2,442   |
| Manufacturers' sales branches           | 41                               | 39   | 5,860     | 20,401   | 893            | 15.2                | 8.2                                     | 251             | 420                                     | 7.2           | 7   | 449     |
| Agents and brokers                      | 17                               | 32   | 4,554     | 10,473   | 81             | 1.8                 | 1.9                                     | 25              | 43                                      | 0.9           | 2   | 9       |
| All other types                         | 16                               | 10   | 6,720     | 7,825    | 428            | 6.4                 | 8.9                                     | 188             | 236                                     | 3.5           | 5   | 449     |
| <b>FORT WORTH</b>                       | 250                              | 240  | 61,976    | 276,844  | 7,557          | 9.2                 | 4.9                                     | 2,432           | 3,519                                   | 4.3           | 117   | 9,480   |
| Wholesalers proper                      | 157                              | 141  | 44,133    | 139,174  | 5,069          | 11.5                | 6.9                                     | 1,656           | 2,324                                   | 5.3           | 101   | 8,538   |
| Manufacturers' sales branches           | 41                               | 33   | 10,866    | 23,382   | 1,417          | 13.0                | 9.1                                     | 415             | 609                                     | 5.6           | 3   | 642     |
| Agents and brokers                      | 31                               | 58   | 10,895    | 111,512  | 438            | 2.3                 | 1.0                                     | 129             | 216                                     | 1.1           | 8   | 94      |
| All other types                         | 21                               | 8    | 7,984     | 2,776    | 653            | 7.9                 | 2.1                                     | 232             | 370                                     | 4.6           | 5   | 206     |
| <b>GALVESTON</b>                        | 70                               | 99   | 16,740    | 114,271  | 1,540          | 9.2                 | 4.2                                     | 523             | 707                                     | 4.2           | 14  | 5,051   |
| Wholesalers proper                      | 53                               | 68   | 12,690    | 61,097   | 1,077          | 8.5                 | 5.8                                     | 427             | 559                                     | 4.4           | 14  | 3,995   |
| All other types <sup>1/</sup>           | 17                               | 31   | 4,050     | 53,174   | 463            | 11.4                | 2.4                                     | 96              | 148                                     | 3.7           | -   | 1,056   |
| <b>HOUSTON</b>                          | 617                              | 506  | 211,610   | 519,913  | 26,327         | 12.4                | 7.9                                     | 7,167           | 10,622                                  | 5.0           | 225   | 41,153  |
| Wholesalers proper                      | 401                              | 326  | 127,853   | 364,900  | 17,490         | 13.7                | 9.1                                     | 4,922           | 6,721                                   | 5.3           | 149   | 37,440  |
| Manufacturers' sales branches           | 116                              | 87   | 25,265    | 57,392   | 4,207          | 16.7                | 9.6                                     | 1,215           | 1,968                                   | 7.9           | 59  | 3,144   |
| Agents and brokers                      | 77                               | 79   | 32,823    | 82,776   | 770            | 2.3                 | 1.5                                     | 166             | 356                                     | 1.1           | 15  | 185     |
| All other types                         | 23                               | 14   | 25,669    | 14,845   | 3,860          | 15.0                | 8.4                                     | 863             | 1,555                                   | 6.1           | 2   | 384     |
| <b>SAN ANTONIO</b>                      | 366                              | 343  | 58,063    | 133,820  | 8,497          | 14.6                | 11.1                                    | 3,302           | 3,870                                   | 6.7           | 66  | 7,934   |
| Wholesalers proper                      | 244                              | 239  | 32,341    | 74,038   | 5,694          | 17.6                | 13.5                                    | 2,449           | 2,758                                   | 8.5           | 53  | 6,376   |
| Manufacturers' sales branches           | 51                               | 42   | 10,081    | 27,281   | 1,872          | 18.6                | 13.4                                    | 556             | 766                                     | 7.6           | 5   | 967     |
| Agents and brokers                      | 45                               | 48   | 11,100    | 22,931   | 207            | 1.9                 | 2.1                                     | 72              | 79                                      | 0.7           | 3   | 6       |
| All other types                         | 26                               | 14   | 4,541     | 9,570    | 734            | 16.2                | 7.9                                     | 223             | 267                                     | 5.9           | 5   | 585     |

<sup>1/</sup> Includes 3 cooperative elevators with sales amounting to \$131,000.

<sup>2/</sup> Cream stations were not included for the most part in 1929 data.





## WHOLESALE DISTRIBUTION: 1933

Census of  
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Business

TABLE 2A. - STATE OF TEXAS

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)  
FOR STATES AND SELECTED CITIES

| Kind of Business                                   | Total | THE STATE              |                     |                            |                                 |         |                         | DALLAS                  |                       |                        |                     |                            |                                 |         |                         |                       |    |
|--|-------|------------------------|---------------------|----------------------------|---------------------------------|---------|-------------------------|-------------------------|-----------------------|------------------------|---------------------|----------------------------|---------------------------------|---------|-------------------------|-----------------------|----|
|  |       | Wholesale<br>merchants | Limited<br>function | With<br>stocks<br>branches | Mfg. ests.<br>without<br>stocks | Brokers | Commission<br>merchants | Manufacturers'<br>sales | all other<br>types 1/ | Wholesale<br>merchants | Limited<br>function | With<br>stocks<br>branches | Mfg. ests.<br>without<br>stocks | Brokers | Manufacturers'<br>sales | all other<br>types 1/ |    |
| Furniture and house furnishings                    | 55    | 23                     | 2                   | 12                         | 1                               | -       | -                       | 5                       | 6                     | 17                     | 6                   | 1                          | 6                               | 1       | -                       | 3                     |    |
| China, glassware and crockery                      | 4     | 3                      | -                   | -                          | -                               | -       | -                       | 1                       | -                     | 1                      | -                   | -                          | -                               | -       | 1                       | -                     |    |
| Floor coverings                                    | 7     | 1                      | -                   | 3                          | 1                               | -       | -                       | 1                       | 1                     | 5                      | -                   | -                          | 3                               | 1       | -                       | 1                     |    |
| Furniture  | 23    | 13                     | 1                   | 5                          | -                               | -       | -                       | 3                       | 1                     | 5                      | 3                   | -                          | -                               | -       | -                       | -                     |    |
| House furnishings (except as specified)            | 19    | 10                     | 1                   | 4                          | -                               | -       | -                       | 4                       | -                     | 5                      | 2                   | 1                          | -                               | -       | -                       | -                     |    |
| Musical instruments and sheet music                | 2     | 2                      | -                   | -                          | -                               | -       | -                       | -                       | -                     | 1                      | 1                   | -                          | -                               | -       | -                       | -                     |    |
| General merchandise                                | 13    | 3                      | -                   | -                          | -                               | 8       | -                       | -                       | 2                     | 2                      | 1                   | -                          | -                               | -       | -                       | 1                     |    |
| Groceries and foods (except farm products)         | 1,123 | 893                    | 59                  | 147                        | 14                              | 54      | 8                       | 7                       | 25                    | 76                     | 36                  | 4                          | 19                              | 4       | 10                      | 1                     | 2  |
| Groceries (general line)                           | 233   | 264                    | 11                  | -                          | -                               | 3       | -                       | -                       | 15                    | 8                      | 3                   | 3                          | -                               | -       | -                       | -                     | 2  |
| Confectionery and soft drinks                      | 161   | 154                    | 27                  | -                          | -                               | -       | -                       | -                       | -                     | 19                     | 3                   | 1                          | -                               | -       | -                       | -                     | 1  |
| Fish and sea foods                                 | 33    | 32                     | -                   | -                          | -                               | -       | -                       | 1                       | -                     | 3                      | 3                   | -                          | -                               | -       | -                       | -                     | -  |
| Meats and meat products                            | 86    | 48                     | 3                   | 32                         | 2                               | 1       | -                       | -                       | -                     | 6                      | 2                   | -                          | 3                               | 1       | -                       | -                     | -  |
| Other food and grocery specialties                 | 530   | 311                    | 18                  | 115                        | 12                              | 50      | 8                       | 7                       | 9                     | 49                     | 19                  | -                          | 16                              | 3       | 10                      | 1                     | -  |
| Hardware   | 51    | 50                     | -                   | -                          | -                               | -       | -                       | 1                       | -                     | 4                      | 3                   | -                          | -                               | -       | -                       | 1                     | -  |
| Hardware (general line)                            | 42    | 42                     | -                   | -                          | -                               | -       | -                       | -                       | -                     | 4                      | 3                   | -                          | -                               | -       | -                       | 1                     | -  |
| Hardware (specialty lines)                         | 9     | 8                      | -                   | -                          | -                               | -       | -                       | 1                       | -                     | 4                      | 3                   | -                          | -                               | -       | -                       | 1                     | -  |
| Jewelry and optical goods                          | 37    | 20                     | 1                   | 14                         | 2                               | -       | -                       | -                       | -                     | 11                     | 7                   | 1                          | 2                               | 1       | -                       | -                     | -  |
| Jewelry (general line)                             | 9     | 9                      | -                   | -                          | -                               | -       | -                       | -                       | -                     | 5                      | 5                   | -                          | -                               | -       | -                       | -                     | -  |
| Clocks and watches                                 | 4     | 3                      | 1                   | -                          | -                               | -       | -                       | -                       | -                     | 1                      | -                   | 1                          | -                               | -       | -                       | -                     | -  |
| Other jewelry specialties                          | 5     | 1                      | -                   | 2                          | 2                               | -       | -                       | -                       | -                     | 3                      | 1                   | -                          | 1                               | 1       | -                       | -                     | -  |
| Optical goods                                      | 19    | 7                      | -                   | 12                         | -                               | -       | -                       | -                       | -                     | 2                      | 1                   | -                          | 1                               | -       | -                       | -                     | -  |
| Lumber and building materials (other than metal)   | 137   | 83                     | 5                   | 15                         | 5                               | 4       | 2                       | 14                      | 9                     | 25                     | 9                   | 1                          | 4                               | 3       | 1                       | 7                     | 1  |
| Lumber and millwork                                | 53    | 24                     | 4                   | 6                          | -                               | 2       | 2                       | 7                       | 8                     | 5                      | 2                   | -                          | -                               | -       | 2                       | 1                     | -  |
| Brick and tile                                     | 7     | 4                      | -                   | -                          | -                               | -       | -                       | -                       | -                     | 1                      | -                   | -                          | -                               | 1       | 1                       | 1                     | -  |
| Cement   | 6     | 3                      | -                   | 1                          | 1                               | 1       | -                       | -                       | -                     | 1                      | -                   | -                          | -                               | -       | -                       | -                     | -  |
| Glass  | 16    | 9                      | -                   | 6                          | -                               | -       | -                       | 1                       | -                     | 3                      | 1                   | -                          | 1                               | -       | -                       | 1                     | -  |
| All other  | 55    | 43                     | 1                   | 2                          | 3                               | -       | -                       | 5                       | 1                     | 12                     | 4                   | 1                          | 2                               | 2       | 3                       | 3                     | -  |
| Machinery, exp't. and supplies (except electrical) | 662   | 390                    | 2                   | 196                        | 30                              | 5       | 2                       | 35                      | 2                     | 113                    | 44                  | -                          | 46                              | 14      | -                       | 9                     | -  |
| Commercial machinery, exp't. and supplies          | 75    | 26                     | -                   | 34                         | 4                               | -       | 11                      | -                       | -                     | 25                     | 8                   | -                          | 8                               | 4       | -                       | 5                     | -  |
| Construction machinery, exp't. and supplies        | 28    | 15                     | -                   | 8                          | 4                               | -       | 1                       | -                       | -                     | 14                     | 5                   | -                          | 6                               | 3       | -                       | -                     | -  |
| Farm and dairy machinery and equipment             | 45    | 18                     | -                   | 25                         | -                               | -       | -                       | 2                       | -                     | 12                     | 5                   | -                          | 7                               | -       | -                       | -                     | -  |
| Industrial machinery, exp't. and supplies          | 408   | 250                    | 1                   | 115                        | 19                              | 3       | 20                      | -                       | -                     | 40                     | 14                  | -                          | 17                              | 6       | -                       | 3                     | -  |
| Bottles and bottling equipment                     | 7     | 5                      | -                   | 1                          | -                               | -       | 1                       | -                       | -                     | 5                      | 3                   | -                          | 1                               | -       | -                       | 1                     | -  |
| Machine tools                                      | 3     | 3                      | -                   | -                          | -                               | -       | -                       | -                       | -                     | 1                      | 1                   | -                          | -                               | -       | -                       | -                     | -  |
| Mechanical rubber goods                            | 6     | 4                      | -                   | 2                          | -                               | -       | -                       | -                       | -                     | 1                      | -                   | -                          | 1                               | -       | -                       | -                     | -  |
| Mill and mine supplies (general line)              | 298   | 208                    | 1                   | 83                         | 3                               | 1       | 2                       | -                       | -                     | 9                      | 7                   | -                          | 2                               | -       | -                       | -                     | -  |
| All other  | 94    | 30                     | -                   | 29                         | 16                              | 2       | 17                      | -                       | -                     | 24                     | 3                   | -                          | 13                              | 6       | -                       | 2                     | -  |
| Professional equipment and supplies                | 22    | 14                     | -                   | 7                          | 1                               | -       | -                       | -                       | -                     | 5                      | 2                   | -                          | 3                               | -       | -                       | -                     | -  |
| Service equipment and supplies                     | 71    | 63                     | 1                   | 7                          | -                               | -       | -                       | -                       | -                     | 15                     | 10                  | -                          | 5                               | -       | -                       | -                     | -  |
| Barber and beauty parlor                           | 40    | 38                     | 1                   | 3                          | -                               | -       | -                       | -                       | -                     | 5                      | 4                   | -                          | 1                               | -       | -                       | -                     | -  |
| Laundry  | 11    | 8                      | -                   | 3                          | -                               | -       | -                       | -                       | -                     | 3                      | 1                   | -                          | 2                               | -       | -                       | -                     | -  |
| All other  | 20    | 17                     | -                   | 3                          | -                               | -       | -                       | -                       | -                     | 7                      | 5                   | -                          | 2                               | -       | -                       | -                     | -  |
| Transportation equipment and supplies              | 13    | 4                      | -                   | 3                          | 1                               | 2       | 3                       | -                       | -                     | 2                      | -                   | -                          | 1                               | -       | 1                       | -                     | -  |
| Metals (except scrap)                              | 56    | 13                     | -                   | 17                         | 17                              | -       | -                       | 5                       | 4                     | 21                     | 3                   | -                          | 6                               | 11      | -                       | -                     | 1  |
| Iron and steel                                     | 44    | 5                      | -                   | 13                         | 17                              | -       | -                       | 5                       | 4                     | 17                     | 1                   | -                          | 4                               | 11      | -                       | -                     | 1  |
| Sheet metal products                               | 3     | 3                      | -                   | -                          | -                               | -       | -                       | -                       | -                     | 1                      | 1                   | -                          | -                               | -       | -                       | -                     | -  |
| Other metal and metal works                        | 9     | 5                      | -                   | 4                          | -                               | -       | -                       | -                       | -                     | 3                      | 1                   | -                          | 2                               | -       | -                       | -                     | -  |
| Paper and its products                             | 60    | 42                     | -                   | 6                          | 7                               | -       | 4                       | 1                       | -                     | 12                     | 7                   | -                          | 2                               | 1       | -                       | 1                     | 1  |
| Petroleum and its products                         | 2,565 | 137                    | 15                  | 16                         | 4                               | 3       | 1                       | -                       | 2,182                 | 24                     | 4                   | 1                          | 1                               | -       | -                       | -                     | 18 |
| Plumbing & heating exp't. and supplies             | 61    | 25                     | -                   | 23                         | 2                               | 1       | -                       | 6                       | 1                     | 16                     | 3                   | -                          | 8                               | 2       | -                       | 3                     | -  |
| Heating equipment (general line)                   | 5     | -                      | -                   | 2                          | 2                               | -       | -                       | 1                       | -                     | 4                      | -                   | -                          | 1                               | -       | -                       | 1                     | -  |
| Plumbing and heating exp't., (general line)        | 39    | 21                     | -                   | 17                         | -                               | -       | -                       | 1                       | -                     | 6                      | 3                   | -                          | 5                               | 1       | -                       | -                     | -  |
| Stoves and ranges                                  | 23    | 8                      | -                   | 1                          | -                               | -       | -                       | -                       | -                     | 1                      | -                   | -                          | -                               | -       | -                       | -                     | -  |
| All other  | 16    | 7                      | -                   | 3                          | -                               | 1       | -                       | 4                       | 1                     | 5                      | -                   | -                          | 3                               | -       | -                       | 2                     | -  |
| Tobacco and its products (except leaf)             | 72    | 56                     | 3                   | 1                          | 10                              | -       | -                       | -                       | -                     | 7                      | 5                   | -                          | 2                               | -       | -                       | -                     | -  |

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TABLE 2A. - STATE OF TEXAS

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Kind of Business                        | Total | Wholesale<br>merchants | limited<br>function | Mfg. ests.<br>with stocks<br>without<br>stocks |        |           |        |   |    | Commission<br>merchants | 'Manufacturers'<br>agents | All other<br>types 1/ | Totals | Wholesale<br>merchants | limited<br>function | Mfg. ests.<br>with stocks<br>without<br>stocks |   | Brokers | Manufacturers'<br>agents | All other<br>types 1/ |
|---|-------|------------------------|---------------------|--|--------|-----------|--------|---|----|-------------------------|---------------------------|-----------------------|--------|------------------------|---------------------|--|---|---------|--------------------------|-----------------------|
|   |       |                        |                     | THE STATE                                      | DALLAS | THE STATE | DALLAS |   |    |                         |                           |                       |        |                        |                     |  |   |         |                          |                       |
| Waste materials                         | 93    | 92                     | -                   | -  | -      | -         | -      | - | -  | -                       | 1                         | 16                    | 16     | -                      | -                   | -  | - | -       | -                        | -                     |
| Iron and steel scrap                    | 25    | 25                     | -                   | -  | -      | -         | -      | - | -  | -                       | -                         | 2                     | 2      | -                      | -                   | -  | - | -       | -                        | -                     |
| Junk and scrap (general line)           | 60    | 59                     | -                   | -  | -      | -         | -      | - | -  | -                       | 1                         | 11                    | 11     | -                      | -                   | -  | - | -       | -                        | -                     |
| Waste paper, rags and rubber            | 8     | 8                      | -                   | -  | -      | -         | -      | - | -  | -                       | -                         | 3                     | 3      | -                      | -                   | -  | - | -       | -                        | -                     |
| All other products                      | 308   | 234                    | 21                  | 22   | 9      | 3         | 1      | 8 | 10 |                         |                           | 44                    | 31     | 3                      | 4                   | 3  | 2 | 2       |                          |                       |
| Sags and bagging                        | 16    | 14                     | -                   | 2  | -      | -         | -      | - | -  | -                       | -                         | 3                     | 2      | -                      | -                   | -  | - | -       | -                        | -                     |
| Beer                                    | 134   | 112                    | 16                  | 4  | -      | -         | -      | - | -  | -                       | -                         | 9                     | 9      | -                      | -                   | -  | - | -       | -                        | -                     |
| Books and periodicals                   | 5     | 2                      | -                   | 2  | 1      | -         | -      | - | -  | -                       | -                         | 5                     | 2      | -                      | -                   | -  | - | -       | -                        | -                     |
| Carriage and twine                      | 1     | 2                      | -                   | -  | -      | -         | -      | - | -  | -                       | -                         | 1                     | 1      | -                      | -                   | -  | - | -       | -                        | -                     |
| Flowers and nursery stock               | 5     | 4                      | -                   | -  | -      | -         | -      | - | -  | -                       | -                         | 4                     | 4      | -                      | -                   | -  | - | -       | -                        | -                     |
| Forest products (except lumber)         | 17    | 9                      | -                   | 4  | -      | -         | -      | - | -  | -                       | -                         | 4                     | 1      | -                      | -                   | -  | - | -       | -                        | -                     |
| Leather                                 | 6     | 5                      | -                   | 1  | -      | -         | -      | - | -  | -                       | -                         | 3                     | 3      | -                      | -                   | -  | - | -       | -                        | -                     |
| Leather goods                           | 10    | 8                      | -                   | 2  | -      | -         | -      | - | -  | -                       | -                         | 3                     | 3      | -                      | -                   | -  | - | -       | -                        | -                     |
| Newspapers and magazines                | 21    | 16                     | -                   | 5  | -      | -         | -      | - | -  | -                       | -                         | 3                     | 3      | -                      | -                   | -  | - | -       | -                        | -                     |
| Oils and greases (animal and vegetable) | 16    | 5                      | -                   | 4  | -      | -         | -      | - | -  | -                       | -                         | 4                     | 1      | -                      | -                   | -  | - | -       | -                        | -                     |
| Rubber goods (general line)             | 1     | 1                      | -                   | -  | -      | -         | -      | - | -  | -                       | -                         | 1                     | 1      | -                      | -                   | -  | - | -       | -                        | -                     |
| Wines and spirituous liquors            | 8     | 4                      | -                   | -  | -      | -         | -      | - | -  | -                       | -                         | -                     | -      | -                      | -                   | -  | - | -       | -                        | -                     |
| Miscellaneous kinds of business         | 68    | 55                     | 1                   | 2  | 4      | -         | -      | - | -  | -                       | 3                         | 9                     | 6      | -                      | -                   | -  | - | -       | -                        | -                     |

1/ The "All other types" consists of the following:

|   | THE STATE | DALLAS |   | THE STATE | DALLAS |
|---|-----------|--------|---|-----------|--------|
|   |           |        |   |           |        |
| Exporters                                       | 47        | -      | Chain store warehouses                  | 1         | -      |
| Cotton  | 40        | 25     | Drugs (general line)                    | 1         | -      |
| Livestock                                       | 1         | -      | Dry goods (general line)                | 1         | -      |
| Other farm products-raw materials               | 1         | -      | Fruits and vegetables (fresh)           | 2         | 1      |
| Farm and dairy machinery and equipment          | 1         | -      | Furniture                               | 1         | -      |
| Iron and steel                                  | 1         | -      | Groceries (general line)                | 15        | 2      |
| Junk and scrap (general line)                   | 1         | -      | Other food and grocery specialties      | 4         | -      |
| Lumber and millwork                             | 1         | -      | Assemblers and country buyers           | 869       | 13     |
| Miscellaneous kinds of business                 | 1         | -      | Cotton                                  | 355       | 1      |
| Importers                                       | 15        | -      | Grain                                   | 29        | -      |
| Hides, skins, and furs (raw)                    | 1         | -      | Hides, skins, and furs (raw)            | 36        | -      |
| Fruits and vegetables (fresh)                   | 6         | -      | Horses and mules                        | 11        | -      |
| Seeds   | 1         | -      | Livestock                               | 22        | -      |
| House furnishings (except as specified)         | 4         | -      | Wool and mohair                         | 25        | -      |
| General merchandise                             | 1         | 1      | Other farm products-raw materials       | 28        | -      |
| Other food and grocery specialties              | 2         | -      | Dairy products (general line)           | 5         | -      |
| Commission merchants                            | 2         | -      | Milk and cream                          | 7         | -      |
| Notions   | -         | 1      | All other dairy products                | 2         | -      |
| Piece goods                                     | -         | 1      | Poultry and poultry products            | 97        | 3      |
| Fruits and vegetables (fresh)                   | -         | 1      | Dairy and poultry products              | 92        | -      |
| Exports agents                                  | 7         | -      | Fruits and vegetables (fresh)           | 125       | 8      |
| Cotton  | 5         | 3      | Other farm products-consumer goods      | 10        | -      |
| General merchandise                             | 1         | -      | Feed                                    | 4         | -      |
| Import agents (miscellaneous kinds of business) | 2         | -      | Fish and sea foods                      | 1         | -      |
| Selling agents                                  | 30        | 10     | Lumber and millwork                     | 1         | -      |
| Automotive eq't., accessories and parts         | 2         | -      | Farm and dairy machinery and equipment  | 1         | -      |
| Tires and tubes                                 | 1         | -      | Forest products (except lumber)         | 2         | -      |
| Explosives                                      | 1         | 1      | Oils and greases (animal and vegetable) | 4         | -      |
| Industrial chemicals                            | 1         | -      | Cooperative marketing associations      | 41        | -      |
| Other chemicals                                 | 1         | 1      | Cotton                                  | 11        | -      |
| Clothing, men's and boys'                       | 1         | 1      | Grain                                   | 3         | -      |
| Coal  | 1         | 1      | Livestock                               | 2         | -      |
| Drugs (specialty lines)                         | 2         | 2      | Wool and mohair                         | 1         | -      |
| Piece goods                                     | 2         | 2      | Other farm products-raw materials       | 2         | -      |
| Feed  | 1         | -      | Dairy products (general line)           | 2         | -      |
| Floor coverings                                 | 1         | -      | Poultry and poultry products            | 1         | -      |
| Other food and grocery specialties              | 2         | -      | Dairy and poultry products              | 1         | -      |
| Lumber and millwork                             | 6         | 1      | Fruits and vegetables (fresh)           | 1         | -      |
| Other lumber and building materials             | 1         | 1      | Other farm supplies                     | 13        | 2      |
| Iron and steel                                  | 3         | 1      | Other food and grocery specialties      | 1         | -      |
| Paper and its products                          | 1         | 1      | petroleum and its products              | 4         | -      |
| Petroleum and its products                      | 1         | -      | Elevators (grain)                       | 75        | -      |
| Other plumbing and heating eq't. and supplies   | 1         | -      | Cream stations                          | 17        | -      |
| Newspapers and magazines                        | 1         | -      | Milk and cream                          | 15        | -      |
| Other agents (horses and mules)                 | 1         | -      | Dairy and poultry products              | 2         | -      |
| Bulk tank stations (petroleum)                  | 2,177     | 18     |   |           |        |

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Table 2B.—STATE OF TEXAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | TOTAL EXPENSES   |                |                             | PAY ROLL                            |               | Stocks on<br>hand (end<br>of year) |                |
|---|---------------------------------------|------------------|----------------|-----------------------------|-------------------------------------|---------------|------------------------------------|----------------|
|   |                                       | Net sales        | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total         |                                    | Part-<br>time  |
| <b>THE STATE</b>  | <b>7,526</b>                          | <b>1,097,400</b> | <b>121,962</b> | <b>11.1</b>                 | <b>39,369</b>                       | <b>54,456</b> | <b>2,116</b>                       | <b>160,102</b> |
| Wholesalers proper  | 3,221                                 | 623,663          | 69,676         | 11.2                        | 24,560                              | 31,616        | 1,053                              | 129,626        |
| Manufacturers' sales branches                               | 706                                   | 141,972          | 21,661         | 15.3                        | 6,072                               | 9,939         | 304                                | 14,720         |
| Agents and brokers  | 397                                   | 140,798          | 3,633          | 2.6                         | 537                                 | 1,391         | 32                                 | 3,013          |
| All other types   | 3,201                                 | 190,967          | 27,012         | 14.1                        | 7,879                               | 11,509        | 666                                | 12,783         |
| <b>WHOLESALESALES PROPER</b>                                | <b>3,010</b>                          | <b>465,916</b>   | <b>64,330</b>  | <b>14.0</b>                 | <b>23,529</b>                       | <b>29,732</b> | <b>919</b>                         | <b>100,270</b> |
| <b>WHOLESALE MERCHANTS</b>                                  | <b>27</b>                             | <b>1,570</b>     | <b>327</b>     | <b>20.8</b>                 | <b>111</b>                          | <b>148</b>    | <b>4</b>                           | <b>153</b>     |
| Amusement and sporting goods                                | 8                                     | 603              | 161            | 26.7                        | 46                                  | 54            | -                                  | 7              |
| Moving picture films  | 6                                     | 556              | 125            | 22.5                        | 39                                  | 47            | -                                  | 75             |
| Sporting goods (general line)                               | 4                                     | 93               | 24             | 26                          | 6                                   | 7             | -                                  | 11             |
| Toys, novelties, and fireworks                              | 9                                     | 338              | 87             | 25.7                        | 21                                  | 30            | -                                  | 70             |
| All other   | 242                                   | 17,401           | 4,030          | 23.2                        | 1,679                               | 2,068         | 24                                 | 4,713          |
| Automotive products   | 13                                    | 1,786            | 260            | 14.6                        | 125                                 | 142           | 1                                  | 178            |
| Automobiles and other motor vehicles                        | 206                                   | 13,663           | 3,427          | 24.9                        | 1,422                               | 1,916         | 22                                 | 4,270          |
| Automobile eqpt., accessories and parts                     | 23                                    | 1,953            | 343            | 17.3                        | 132                                 | 130           | 1                                  | 265            |
| Tires and tubes   | 21                                    | 2,574            | 703            | 27.3                        | 201                                 | 308           | 2                                  | 594            |
| Chemicals   | 5                                     | 960              | 246            | 25.6                        | 56                                  | 95            | -                                  | 114            |
| Industrial chemicals  | 8                                     | 1,129            | 331            | 29.3                        | 101                                 | 189           | 2                                  | 439            |
| Paints and varnishes  | 8                                     | 266              | 126            | 47.3                        | 54                                  | 75            | -                                  | 41             |
| All other   | 56                                    | 8,544            | 1,454          | 17.0                        | 438                                 | 627           | 22                                 | 1,239          |
| Clothing and furnishings                                    | 7                                     | 1,315            | 190            | 14.5                        | 65                                  | 104           | 4                                  | 169            |
| Clothing and furnishings (general line)                     | 7                                     | 913              | 137            | 15                          | 41                                  | 58            | 1                                  | 132            |
| Clothing, men's and boys'                                   | 10                                    | 2,315            | 419            | 18.1                        | 92                                  | 127           | 8                                  | 103            |
| Furnishings, (general line)                                 | 5                                     | 227              | 43             | 19                          | 21                                  | 17            | 2                                  | 40             |
| Furnishings, men's and boys'                                | 9                                     | 906              | 142            | 16                          | 64                                  | 86            | 1                                  | 188            |
| Millinery and millinery supplies                            | 7                                     | 264              | 64             | 24                          | 33                                  | 27            | -                                  | 26             |
| Shoe and other footwear                                     | 6                                     | 2,425            | 409            | 16.8                        | 112                                 | 177           | -                                  | 434            |
| All other   | 4                                     | 169              | 60             | 35.5                        | 10                                  | 16            | 6                                  | 21             |
| Coal  | 6                                     | 171              | 26             | 15.2                        | 11                                  | 17            | 3                                  | 16             |
| Drugs and drug sundries                                     | 36                                    | 9,831            | 1,609          | 16.4                        | 543                                 | 754           | 8                                  | 2,056          |
| Drugs (general line)  | 18                                    | 8,833            | 1,406          | 15.9                        | 456                                 | 631           | 2                                  | 1,861          |
| Drugs (specialty lines)                                     | 8                                     | 174              | 84             | 48.3                        | 21                                  | 35            | 1                                  | 29             |
| All other   | 12                                    | 1,324            | 119            | 9                           | 67                                  | 68            | 5                                  | 176            |
| Dry goods   | 26                                    | 10,600           | 1,561          | 14.6                        | 503                                 | 792           | 8                                  | 2,710          |
| Dry goods (general line)                                    | 14                                    | 9,736            | 1,469          | 15                          | 473                                 | 750           | 3                                  | 2,627          |
| Notions   | 5                                     | 65               | 14             | 21.5                        | 8                                   | 6             | -                                  | 25             |
| Fine goods  | 4                                     | 695              | 49             | 7                           | 12                                  | 22            | -                                  | 38             |
| All other   | 3                                     | 146              | 31             | 21.2                        | 10                                  | 14            | 5                                  | 20             |
| Electrical goods  | 70                                    | 6,984            | 1,939          | 27.8                        | 594                                 | 902           | 24                                 | 1,870          |
| Electrical appliances, eqpt., and supplies                  | 50                                    | 5,008            | 1,240          | 24.8                        | 406                                 | 593           | 9                                  | 1,131          |
| Radio and radio equipment                                   | 12                                    | 1,806            | 339            | 18.8                        | 99                                  | 152           | 13                                 | 191            |
| Refrigerators   | 8                                     | 2,159            | 361            | 16.7                        | 90                                  | 152           | 2                                  | 198            |
| Farm products—raw materials                                 | 92                                    | 62,515           | 5,843          | 9.3                         | 467                                 | 1,010         | 41                                 | 34,088         |
| Cotton  | 28                                    | 77,467           | 5,314          | 6.8                         | 306                                 | 804           | 16                                 | 33,634         |
| Grain   | 42                                    | 3,019            | 270            | 9                           | 95                                  | 134           | 7                                  | 216            |
| Hides, skins, and furs (raw)                                | 9                                     | 353              | 76             | 21.5                        | 21                                  | 20            | -                                  | 37             |
| Horses and mules  | 4                                     | 64               | 7              | 11                          | 3                                   | 3             | -                                  | 4              |
| Wool and mohair   | 4                                     | 593              | 12             | 2                           | 4                                   | 6             | 1                                  | 22             |
| All other   | 5                                     | 1,029            | 164            | 16                          | 67                                  | 63            | 19                                 | 122            |

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Table 2B.—STATE OF TEXAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             |                                     | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total    | Part-<br>time |                                    |
| <b>WHOLESALE MERCHANTS (continued)</b>                      |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 371                                   | 42,324    | 8,116          | 19.2                        | 3,663                               | 4,023    | 219           | 1,533                              |
| Dairy products (general line)                               | 40                                    | 6,646     | 2,775          |                             | 1,349                               | 1,468    | 16            | 148                                |
| Butter  | 6                                     | 242       | 57             |                             | 11                                  | 14       | 1             | 3                                  |
| Milk and cream  | 13                                    | 392       | 161            |                             | 87                                  | 64       | 1             | 1                                  |
| All other dairy products                                    | 27                                    | 1,431     | 356            |                             | 174                                 | 173      | 16            | 39                                 |
| Poultry and poultry products                                | 83                                    | 6,883     | 933            |                             | 378                                 | 467      | 66            | 230                                |
| Dairy and poultry products                                  | 14                                    | 2,045     | 421            |                             | 170                                 | 108      | 4             | 55                                 |
| Fruits and vegetables (fresh)                               | 182                                   | 24,446    | 3,223          |                             | 1,312                               | 1,626    | 111           | 926                                |
| All other   | 6                                     | 769       | 210            |                             | 212                                 | 109      | 6             | 126                                |
| Farm supplies   | 74                                    | 6,303     | 862            | 12.6                        | 376                                 | 387      | 20            | 584                                |
| Feed  | 60                                    | 5,721     | 497            |                             | 267                                 | 255      | 8             | 315                                |
| All other   | 14                                    | 1,182     | 365            |                             | 109                                 | 132      | 12            | 269                                |
| Furniture and house furnishings                             | 23                                    | 2,493     | 518            | 20.6                        | 191                                 | 260      | 13            | 702                                |
| China, glassware and crockery                               | 3                                     | 227       | 82             |                             | 30                                  | 43       | 1             | 116                                |
| Furniture   | 13                                    | 797       | 160            |                             | 71                                  | 89       | 9             | 203                                |
| House furnishings (except floor coverings)                  | 10                                    | 976       | 177            |                             | 69                                  | 91       | 3             | 245                                |
| All other   | 3                                     | 493       | 99             |                             | 21                                  | 37       | —             | 139                                |
| General merchandise   | 3                                     | 7,337     | 1,371          | 17.3                        | 452                                 | 561      | 8             | 1,067                              |
| Groceries and foods (except farm products)                  | 809                                   | 134,853   | 14,515         | 10.8                        | 6,217                               | 7,132    | 190           | 18,827                             |
| Groceries (general line)                                    | 264                                   | 89,794    | 7,720          |                             | 3,297                               | 4,038    | 47            | 13,569                             |
| Confectionery and soft drinks                               | 184                                   | 8,061     | 998            |                             | 483                                 | 471      | 49            | 415                                |
| Fish and sea foods  | 32                                    | 658       | 219            |                             | 82                                  | 89       | 17            | 21                                 |
| Meats and meat products                                     | 48                                    | 8,022     | 801            |                             | 372                                 | 403      | 6             | 129                                |
| Other food and grocery specialties                          | 311                                   | 31,808    | 4,777          |                             | 2,013                               | 2,151    | 71            | 4,723                              |
| Hardware  | 50                                    | 18,237    | 3,388          | 18.6                        | 1,301                               | 1,867    | 9             | 6,522                              |
| Hardware (general line)                                     | 42                                    | 17,614    | 3,263          |                             | 1,264                               | 1,794    | 9             | 6,227                              |
| Hardware (specialty lines)                                  | 8                                     | 623       | 125            |                             | 47                                  | 73       | —             | 295                                |
| Jewelry and optical goods                                   | 20                                    | 911       | 357            | 37.0                        | 123                                 | 152      | 1             | 323                                |
| Jewelry (general line)                                      | 9                                     | 412       | 162            |                             | 48                                  | 55       | 1             | 215                                |
| Optical goods   | 7                                     | 245       | 121            |                             | 59                                  | 64       | —             | 68                                 |
| All other   | 4                                     | 254       | 74             |                             | 16                                  | 23       | —             | 40                                 |
| Lumber and building materials (other than metal)            | 88                                    | 8,437     | 2,010          | 23.8                        | 833                                 | 1,028    | 100           | 2,166                              |
| Lumber and millwork   | 24                                    | 3,279     | 702            |                             | 402                                 | 378      | 18            | 987                                |
| Brick and tile  | 4                                     | 251       | 86             |                             | 37                                  | 23       | 2             | 54                                 |
| Cement  | 3                                     | 866       | 116            |                             | 21                                  | 64       | —             | 84                                 |
| Glass   | 9                                     | 691       | 199            |                             | 92                                  | 98       | 2             | 147                                |
| All other   | 45                                    | 3,650     | 908            |                             | 221                                 | 461      | 78            | 964                                |
| Machinery, equipment and supplies (except electrical)       | 330                                   | 47,867    | 7,889          | 16.4                        | 2,496                               | 3,726    | 114           | 14,213                             |
| Commercial machinery, eq't. and supplies                    | 26                                    | 1,174     | 312            |                             | 109                                 | 189      | 9             | 241                                |
| Construction machinery, eq't. and supplies                  | 16                                    | 2,164     | 456            |                             | 196                                 | 192      | 7             | 966                                |
| Farm and dairy machinery and equipment                      | 18                                    | 990       | 213            |                             | 62                                  | 96       | 8             | 402                                |
| Industrial machinery, eq't. and supplies                    | 250                                   | 40,852    | 5,976          |                             | 1,784                               | 2,844    | 87            | 11,688                             |
| Bottles and bottling equipment                              | 8                                     | 28        | 15             |                             | 5                                   | 5        | —             | 112                                |
| Machine tools   | 3                                     | 168       | 41             |                             | 12                                  | 7        | —             | 41                                 |
| Mechanical rubber goods                                     | 4                                     | 888       | 88             |                             | 29                                  | 47       | 2             | 41                                 |
| Mill and mine supplies (general line)                       | 208                                   | 37,769    | 5,188          |                             | 1,656                               | 2,511    | 75            | 10,782                             |
| All other   | 30                                    | 2,286     | 643            |                             | 203                                 | 276      | 12            | 770                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 28.—STATE OF TEXAS

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALE MERCHANTS (continued)</b>                      |                                       |           |                |                             |                                     |          |               |                                    |
| Professional equipment and supplies                         | 14                                    | 844       | 223            |                             | 78                                  | 107      | -             | 248                                |
| Service equipment and supplies                              | 63                                    | 2,056     | 608            |                             | 249                                 | 501      | 3             | 568                                |
| Barber and beauty parlor                                    | 38                                    | 991       | 331            |                             | 139                                 | 154      | 1             | 274                                |
| Laundry   | 8                                     | 524       | 136            |                             | 43                                  | 74       | 2             | 144                                |
| All other   | 17                                    | 520       | 141            |                             | 67                                  | 73       | -             | 150                                |
| Transportation equipment and supplies                       | 4                                     | 118       | 72             |                             | 17                                  | 27       | -             | 130                                |
| Metals (except scrap)                                       | 13                                    | 1,274     | 235            | 18.5                        | 120                                 | 151      | 13            | 273                                |
| Iron and steel  | 5                                     | 277       | 66             |                             | 23                                  | 47       | 13            | 51                                 |
| Sheet metal products  | 3                                     | 745       | 103            |                             | 51                                  | 55       | -             | 151                                |
| Other metal and metal works                                 | 5                                     | 254       | 65             |                             | 46                                  | 48       | -             | 71                                 |
| Paper and its products                                      | 42                                    | 6,729     | 1,589          | 25.1                        | 556                                 | 982      | 6             | 1,725                              |
| Petroleum and its products                                  | 137                                   | 16,222    | 2,068          | 12.7                        | 556                                 | 736      | 14            | 794                                |
| Plumbing and heating eq't., and supplies                    | 29                                    | 1,609     | 395            | 23.5                        | 141                                 | 163      | 10            | 559                                |
| Plumbing and heating eq't., (general line)                  | 21                                    | 1,456     | 329            |                             | 124                                 | 153      | 10            | 602                                |
| All other   | 7                                     | 154       | 56             |                             | 17                                  | 20       | -             | 57                                 |
| Tobacco and its products (except leaf)                      | 58                                    | 13,034    | 599            | 4.6                         | 258                                 | 305      | 4             | 590                                |
| Waste materials   | 92                                    | 1,874     | 393            | 21.0                        | 202                                 | 183      | 19            | 748                                |
| Iron and steel scrap  | 25                                    | 451       | 95             |                             | 38                                  | 51       | 11            | 275                                |
| Junk and scrap (general line)                               | 59                                    | 1,071     | 189            |                             | 104                                 | 55       | 6             | 458                                |
| Waste paper, rag and rubber                                 | 8                                     | 352       | 108            |                             | 60                                  | 49       | 1             | 40                                 |
| All other products  | 234                                   | 13,222    | 3,068          | 25.1                        | 1,558                               | 1,397    | 44            | 2,285                              |
| Bags and bagging  | 14                                    | 3,956     | 613            |                             | 531                                 | 282      | 5             | 579                                |
| Beer  | 112                                   | 1,487     | 293            |                             | 98                                  | 103      | 5             | 242                                |
| Flowers and nursery stock                                   | 4                                     | 181       | 29             |                             | 24                                  | 18       | -             | 5                                  |
| Forest products (except lumber)                             | 9                                     | 240       | 155            |                             | 42                                  | 27       | 8             | 52                                 |
| Leather   | 5                                     | 368       | 103            |                             | 29                                  | 44       | -             | 87                                 |
| Leather goods   | 8                                     | 798       | 233            |                             | 119                                 | 124      | 1             | 316                                |
| Newspapers and magazines                                    | 16                                    | 1,167     | 242            |                             | 167                                 | 175      | 1             | 94                                 |
| Oils and greases (animal and vegetable)                     | 5                                     | 1,402     | 307            |                             | 87                                  | 80       | 10            | 496                                |
| Wines and spirituous liquors                                | 4                                     | 52        | 17             |                             | 4                                   | 4        | -             | 9                                  |
| Miscellaneous kinds of business                             | 57                                    | 3,551     | 1,056          |                             | 457                                 | 539      | 14            | 423                                |
| <b>EXPORTERS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 47                                    | 145,084   | 3,250          | 2.2                         | 522                                 | 1,178    | 61            | 29,522                             |
| All other kinds of business                                 | 42                                    | 141,383   | 3,140          | 2.2                         | 497                                 | 1,135    | 60            | 27,689                             |
|   | 5                                     | 3,701     | 110            | 3.0                         | 35                                  | 45       | 1             | 484                                |
| <b>IMPORTERS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 15                                    | 1,708     | 179            | 10.6                        | 63                                  | 85       | 2             | 133                                |
| Furniture and house furnishings                             | 5                                     | 1,200     | 48             | 4.0                         | 17                                  | 25       | 2             | 6                                  |
| All other kinds of business                                 | 4                                     | 170       | 75             | 44.1                        | 27                                  | 25       | -             | 101                                |
|   | 5                                     | 338       | 55             | 16.6                        | 19                                  | 35       | -             | 27                                 |
| <b>LIMITED-FUNCTION WHOLESALEERS</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 149                                   | 10,955    | 1,312          | 12.0                        | 345                                 | 550      | 71            | 600                                |
| Coal  | 3                                     | 230       | 35             | 15.2                        | 13                                  | 15       | -             | 44                                 |
| Farm products—consumer goods                                | 3                                     | 350       | 37             | 11.2                        | 8                                   | 16       | -             | -                                  |
|   | 19                                    | 870       | 291            | 33.4                        | 35                                  | 111      | 52            | 50                                 |
| Cheese  | 7                                     | 291       | 42             |                             | 14                                  | 24       | 1             | 18                                 |
| Fruits and vegetables (fresh)                               | 8                                     | 73        | 15             |                             | 3                                   | 5        | 1             | -                                  |
| All other   | 4                                     | 506       | 236            |                             | 18                                  | 84       | 50            | 32                                 |
| Food supplies (food)  | 3                                     | 1,226     | 55             | 4.5                         | 12                                  | 28       | -             | -                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF TEXAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                        | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Percent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>LIMITED FUNCTION WHOLESALERS (continued)</b>             |                                       |           |                |                        |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 59                                    | 5,485     | 477            | 8.7                    | 170                                 | 240      | 6             | 582                                |
| Groceries (general lines)                                   | 11                                    | 5,049     | 297            |                        | 103                                 | 168      | -             | 461                                |
| Confectionery and soft drinks                               | 27                                    | 976       | 133            |                        | 46                                  | 52       | 4             | 21                                 |
| Meats and meat products                                     | 3                                     | 9         | 2              |                        | -                                   | -        | -             | -                                  |
| Other food and grocery specialties                          | 18                                    | 649       | 45             |                        | 21                                  | 20       | 2             | 47                                 |
| Lumber and building materials (other than metal)            | 5                                     | 596       | 93             | 16.4                   | 12                                  | 22       | -             | -                                  |
| Petroleum and its products                                  | 15                                    | 1,044     | 141            | 13.5                   | 27                                  | 39       | 2             | 9                                  |
| Tobacco and its products (except leaf)                      | 2                                     | 898       | 21             | 2.3                    | 6                                   | 6        | -             | 16                                 |
| All other kinds of business                                 | 52                                    | 778       | 156            | 20.1                   | 52                                  | 76       | 11            | 160                                |
| Beer  | 16                                    | 63        | 12             | 3                      | 3                                   | 4        | 1             | 1                                  |
| Wines and spirituous liquors                                | 4                                     | 7         | 1              | -                      | -                                   | 1        | 1             | -                                  |
| Miscellaneous   | 13                                    | 708       | 143            |                        | 50                                  | 70       | 9             | 149                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                        |                                     |          |               |                                    |
| <b>WINE STORES</b>  | 527                                   | 107,900   | 18,322         | 17.0                   | 6,305                               | 8,456    | 269           | 14,720                             |
| Amusement and sporting goods                                | 8                                     | 2,555     | 480            | 20.4                   | 170                                 | 254      | -             | 77                                 |
| Moving picture films  | 6                                     | 2,091     | 405            |                        | 148                                 | 227      | -             | 25                                 |
| All other   | 2                                     | 264       | 75             |                        | 22                                  | 27       | 1             | 51                                 |
| Automotive products   | 26                                    | 12,110    | 1,659          | 13.7                   | 353                                 | 711      | 5             | 1,259                              |
| Automobiles and other motor vehicles                        | 8                                     | 3,013     | 315            |                        | 68                                  | 156      | -             | 286                                |
| Automotive eq'pt., accessories and parts                    | 10                                    | 383       | 144            |                        | 47                                  | 55       | -             | 125                                |
| Tires and tubes   | 18                                    | 8,714     | 1,200          |                        | 218                                 | 501      | 5             | 848                                |
| Chemicals   | 25                                    | 2,285     | 756            | 26.2                   | 162                                 | 276      | 1             | 332                                |
| Paints and varnishes  | 9                                     | 1,433     | 453            |                        | 86                                  | 149      | -             | 219                                |
| All other   | 16                                    | 1,590     | 303            |                        | 68                                  | 127      | 1             | 113                                |
| Clothing and furnishings                                    | 3                                     | 692       | 101            | 14.6                   | 26                                  | 44       | -             | 97                                 |
| Drugs and drug sundries                                     | 2                                     | 2,066     | 400            | 19.4                   | 67                                  | 159      | -             | 125                                |
| Dry goods   | 5                                     | 397       | 57             | 14.5                   | 16                                  | 25       | -             | 43                                 |
| Electrical goods  | 15                                    | 4,222     | 761            | 18.0                   | 248                                 | 412      | 1             | 514                                |
| Electrical appliances, eq'pt., and supplies                 | 12                                    | 4,451     | 658            |                        | 220                                 | 393      | -             | 764                                |
| All other   | 3                                     | 371       | 76             |                        | 23                                  | 39       | 1             | 20                                 |
| Farm products-consumer goods                                | 18                                    | 5,471     | 608            | 11.5                   | 224                                 | 306      | 15            | 170                                |
| Cheese  | 5                                     | 1,964     | 133            |                        | 15                                  | 25       | -             | 43                                 |
| All other dairy products                                    | 9                                     | 1,011     | 291            |                        | 144                                 | 197      | 10            | 11                                 |
| All other   | 4                                     | 576       | 124            |                        | 65                                  | 89       | 3             | 116                                |
| Furniture and house furnishings                             | 12                                    | 1,426     | 151            | 12.7                   | 52                                  | 96       | -             | 128                                |
| Floor coverings   | 5                                     | 659       | 41             |                        | 8                                   | 18       | -             | 53                                 |
| Furniture   | 5                                     | 380       | 64             |                        | 16                                  | 46       | -             | 50                                 |
| House furnishings (except china and glass-ware)             | 4                                     | 307       | 76             |                        | 29                                  | 32       | -             | 52                                 |
| Groceries and foods (except farm products)                  | 147                                   | 42,538    | 5,619          | 13.2                   | 1,688                               | 2,289    | 20            | 1,878                              |
| Meats and meat products                                     | 32                                    | 18,128    | 1,891          |                        | 729                                 | 281      | 6             | 524                                |
| Other food and grocery specialties                          | 115                                   | 27,510    | 3,728          |                        | 956                                 | 1,608    | 14            | 1,081                              |
| Jewelry and optical goods                                   | 14                                    | 655       | 227            | 35.0                   | 104                                 | 142      | -             | 118                                |
| Lumber and building materials (other than metal)            | 15                                    | 1,525     | 464            | 23.5                   | 174                                 | 259      | 13            | 422                                |
| Lumber and millwork   | 6                                     | 215       | 90             |                        | 26                                  | 37       | -             | 116                                |
| Glass   | 6                                     | 1,145     | 248            |                        | 137                                 | 204      | 13            | 247                                |
| All other   | 3                                     | 222       | 56             |                        | 11                                  | 25       | -             | 66                                 |

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Table 2B.—STATE OF

TEXAS

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WITH STOCKS (continued)</b>                              |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, eq'nt. and supplies (except elec.)               | 196                                   | 21,479    | 4,900          | 22.8                        | 1,455                               | 2,307    | 162           | 7,653                              |
| Commercial machinery, eq'nt. and supplies                   | 34                                    | 2,252     | 721            |                             | 395                                 | 470      | 2             | 406                                |
| Construction machinery, eq'nt. and supplies                 | 8                                     | 1,106     | 256            |                             | 74                                  | 131      |               | 233                                |
| Farm and dairy machinery and equipment                      | 28                                    | 5,532     | 1,514          |                             | 524                                 | 721      | 15            | 2,876                              |
| Industrial machinery, eq'nt. and supplies                   | 115                                   | 11,048    | 1,967          |                             | 368                                 | 616      | 166           | 3,935                              |
| Mill and mine supplies (general line)                       | 83                                    | 8,626     | 1,310          |                             | 191                                 | 476      | 138           | 3,419                              |
| All other   | 32                                    | 2,522     | 647            |                             | 177                                 | 340      | 27            | 517                                |
| Professional equipment and supplies                         | 7                                     | 1,011     | 253            |                             | 62                                  | 113      | -             | 133                                |
| Service equipment and supplies                              | 7                                     | 530       | 99             |                             | 32                                  | 56       | -             | 70                                 |
| Laundry equipment and supplies                              | 3                                     | 248       | 44             |                             | 17                                  | 31       | -             | 37                                 |
| All other   | 4                                     | 282       | 55             |                             | 16                                  | 25       | -             | 33                                 |
| Metals (except scrap)                                       | 17                                    | 1,651     | 186            | 11.3                        | 41                                  | 105      | 2             | 284                                |
| Iron and steel  | 13                                    | 1,299     | 140            |                             | 30                                  | 73       | 1             | 230                                |
| Other metal and metal works                                 | 4                                     | 352       | 46             |                             | 11                                  | 32       | 1             | 54                                 |
| Paper and its products                                      | 6                                     | 843       | 128            | 15.2                        | 47                                  | 62       | -             | 123                                |
| Petroleum and its products                                  | 16                                    | 1,292     | 457            | 35.4                        | 93                                  | 169      | -             | 110                                |
| Plumbing and heating eq'nt. and supplies                    | 25                                    | 2,689     | 597            | 22.2                        | 210                                 | 270      | 8             | 829                                |
| Plumbing and heating equipment (general line)               | 17                                    | 2,471     | 553            |                             | 194                                 | 241      | 7             | 788                                |
| All other   | 6                                     | 218       | 44             |                             | 16                                  | 29       | 1             | 41                                 |
| All other kinds of business                                 | 23                                    | 4,846     | 707            | 14.6                        | 176                                 | 245      | 24            | 551                                |
| Beer  | 4                                     | 80        | 9              |                             | 7                                   | 5        | -             | 6                                  |
| Forest products (except lumber)                             | 4                                     | 792       | 193            |                             | 12                                  | 29       | 10            | 80                                 |
| Oil and greases (animal and vegetable)                      | 4                                     | 214       | 46             |                             | 10                                  | 24       | 9             | 96                                 |
| Miscellaneous   | 11                                    | 3,760     | 553            |                             | 147                                 | 277      | 5             | 369                                |
| <b>WITHOUT STOCKS</b>                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods (moving picture films)         | 119                                   | 34,072    | 3,338          | 9.8                         | 767                                 | 1,453    | 25            | -                                  |
| Paper and its products                                      | 5                                     | 1,797     | 497            | 27.7                        | 134                                 | 197      | -             | -                                  |
| Electrical goods (appliances, equipment and supplies)       | 4                                     | 636       | 62             | 9.7                         | 13                                  | 32       | -             | -                                  |
| Groceries and foods (except farm products)                  | 14                                    | 6,681     | 750            | 11.22                       | 187                                 | 315      | -             | -                                  |
| Lumber and building materials (other than metal)            | 5                                     | 396       | 144            | 36.4                        | 15                                  | 49       | 16            | -                                  |
| Machinery, equipment and supplies (except electrical)       | 30                                    | 2,904     | 284            | 9.8                         | 56                                  | 128      | 2             | -                                  |
| Commercial machinery, eq'nt. and supplies                   | 4                                     | 47        | 13             |                             | 4                                   | 7        | -             | -                                  |
| Construction machinery, eq'nt. and supplies                 | 4                                     | 74        | 19             |                             | 6                                   | 11       | -             | -                                  |
| Industrial machinery, eq'nt. and supplies                   | 19                                    | 2,725     | 241            |                             | 44                                  | 103      | -             | -                                  |
| Mill and mine supplies (general line)                       | 3                                     | 71        | 13             |                             | 5                                   | 3        | -             | -                                  |
| All other   | 16                                    | 2,654     | 228            |                             | 39                                  | 94       | -             | -                                  |
| Transportation equipment and supplies                       | 3                                     | 58        | 11             |                             | 2                                   | 7        | 2             | -                                  |
| Metals (except scrap) (iron and steel)                      | 17                                    | 4,998     | 278            | 5.6                         | 57                                  | 147      | 16            | -                                  |
| Paper and its products                                      | 7                                     | 1,355     | 322            | 23.6                        | 10                                  | 30       | -             | -                                  |
| Tobacco and its products (except leaf)                      | 10                                    | 12,525    | 412            | 3.3                         | 102                                 | 200      | -             | -                                  |
| All other kinds of business                                 | 27                                    | 2,555     | 584            | 23.2                        | 135                                 | 355      | 1             | -                                  |
| Newspapers and magazines                                    | 3                                     | 67        | 43             |                             | 32                                  | 34       | -             | -                                  |
| Miscellaneous   | 24                                    | 2,601     | 521            |                             | 161                                 | 321      | -             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| <b>BROKERS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 162                                   | 89,347    | 1,089          | 1.2                         | 277                                 | 429      | 15            | 1,141                              |
| Farm products—consumer goods                                | 42                                    | 30,649    | 222            | 0.7                         | 49                                  | 88       | 3             | 1,034                              |
| Fruits and vegetables (fresh)                               | 37                                    | 7,806     | 225            | 3.1                         | 46                                  | 81       | 7             | 10                                 |
| All other   | 33                                    | 6,201     | 199            |                             | 39                                  | 69       | 4             | 10                                 |
|   | 4                                     | 1,805     | 36             |                             | 7                                   | 12       | 3             | -                                  |



## WHOLESALE DISTRIBUTION: 1933

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Census of

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Table 2B.—STATE OF TEXAS

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS   | Number<br>of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|--|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>BROKERS (continued)</b>                                    |  |           |                |                             |                                     |          |               |                                    |
| Farm supplies   | 4  | 554       | 19             | 3.4                         | 1                                   | 2        | -             | -                                  |
| General merchandise   | 8  | 4,356     | 44             | 1.0                         | 30                                  | 26       | 1             | -                                  |
| Groceries and foods (except farm products)                    | 54                                       | 36,729    | 265            | 1.0                         | 109                                 | 167      | 3             | 62                                 |
| Groceries (general lines)                                     | 3  | 1,354     | 46             |                             | 9                                   | 24       | -             | -                                  |
| Other food and grocery specialties                            | 51                                       | 35,445    | 339            |                             | 100                                 | 143      | 3             | 62                                 |
| Lumber and building materials (other than metal)              | 4  | 602       | 34             | 5.6                         | 22                                  | 25       | -             | 34                                 |
| Machinery, equipment and supplies (except electrical)         | 5  | 208       | 20             | 9.6                         | 3                                   | 3        | -             | 1                                  |
| Petroleum and its products                                    | 3  | 1,356     | 74             | 5.5                         | 11                                  | 18       | 1             | -                                  |
| All other kinds of business                                   | 5  | 7,308     | 56             | 0.8                         | 7                                   | 19       | -             | -                                  |
| <b>COMMISSION MERCHANTS</b>                                   |  |           |                |                             |                                     |          |               |                                    |
|   | 78                                       | 29,748    | 1,198          | 4.0                         | 245                                 | 394      | 29            | 1,117                              |
| Farm products-raw materials                                   | 38                                       | 25,255    | 353            | 3.7                         | 169                                 | 309      | 16            | 1,054                              |
| Cotton  | 5  | 3,588     | 229            |                             | 33                                  | 64       | -             | 956                                |
| Livestock   | 14                                       | 10,279    | 253            |                             | 61                                  | 120      | 3             | -                                  |
| Wool and mohair   | 14                                       | 6,323     | 374            |                             | 62                                  | 68       | 11            | 86                                 |
| All other   | 5  | 5,265     | 108            |                             | 23                                  | 57       | 4             | 42                                 |
| Farm products-consumer goods                                  | 20                                       | 1,832     | 162            | 8.4                         | 48                                  | 48       | 9             | 9                                  |
| Fruits and vegetables (fresh)                                 | 16                                       | 1,870     | 157            |                             | 46                                  | 46       | 9             | 9                                  |
| All other   | 4  | 62        | 5              |                             | 2                                   | 2        | -             | -                                  |
| Groceries and foods (except farm products)                    | 8  | 1,808     | 51             | 2.8                         | 17                                  | 19       | 2             | 48                                 |
| All other kinds of business                                   | 12                                       | 753       | 52             | 6.9                         | 11                                  | 18       | -             | 6                                  |
| <b>EXPORT AGENTS</b>  |  |           |                |                             |                                     |          |               |                                    |
|   | 7  | 8,908     | 397            | 4.5                         | 23                                  | 90       | 22            | 472                                |
| <b>MANUFACTURERS' AGENTS</b>                                  |  |           |                |                             |                                     |          |               |                                    |
|   | 117                                      | 7,224     | 558            | 7.6                         | 169                                 | 258      | 22            | 277                                |
| <b>Automotive products (equipment, accessories and parts)</b> |  |           |                |                             |                                     |          |               |                                    |
|   | 7  | 535       | 65             | 12.3                        | 21                                  | 44       | 1             | 156                                |
| Chemicals   | 4  | 296       | 30             | 10.1                        | 7                                   | 8        | -             | -                                  |
| Clothing and furnishings                                      | 4  | 119       | 37             | 31.1                        | 10                                  | 15       | -             | 4                                  |
| Dry goods   | 5  | 204       | 13             | 6.4                         | 3                                   | 4        | 1             | -                                  |
| Electrical goods  | 7  | 370       | 43             | 11.6                        | 13                                  | 22       | -             | 2                                  |
| Furniture and house furnishings                               | 5  | 320       | 21             | 6.6                         | 10                                  | 9        | 1             | 2                                  |
| Groceries and foods (except farm products)                    | 7  | 1,951     | 57             | 2.9                         | 22                                  | 28       | 1             | 8                                  |
| Lumber and building materials (other than metal)              | 14                                       | 935       | 56             | 6.0                         | 13                                  | 27       | 6             | 39                                 |
| Lumber and mill-work  | 7  | 798       | 30             |                             | 7                                   | 15       | 4             | 32                                 |
| All other   | 7  | 137       | 26             |                             | 6                                   | 12       | 2             | 7                                  |
| <b>Machinery, equipment and supplies (except electrical)</b>  |  |           |                |                             |                                     |          |               |                                    |
|   | 35                                       | 898       | 122            | 13.6                        | 34                                  | 54       | 10            | 54                                 |
| Commercial machinery, eq't. and supplies                      | 11                                       | 116       | 22             |                             | 6                                   | 10       | -             | 8                                  |
| Industrial machinery, eq't. and supplies                      | 20                                       | 677       | 82             |                             | 20                                  | 36       | 10            | 11                                 |
| Other machinery, eq't. and supplies                           | 4  | 106       | 18             |                             | 8                                   | 8        | -             | 45                                 |
| <b>Metals (except scrap)</b>                                  |  |           |                |                             |                                     |          |               |                                    |
|   | 5  | 109       | 10             | 9.2                         | 2                                   | 3        | -             | -                                  |
| Paper and its products  | 4  | 411       | 9              | 2.2                         | 3                                   | 4        | 1             | -                                  |
| Plumbing and heating eq't. and supplies                       | 6  | 193       | 19             | 9.8                         | 10                                  | 9        | -             | 5                                  |
| All other kinds of business                                   | 14                                       | 943       | 72             | 7.6                         | 21                                  | 31       | 1             | 2                                  |
| <b>SELLING AGENTS</b>   |  |           |                |                             |                                     |          |               |                                    |
|   | 30                                       | 5,208     | 364            | 7.4                         | 97                                  | 215      | 4             | 11                                 |
| Automotive products   | 3  | 94        | 19             | 20.2                        | 6                                   | 8        | -             | -                                  |
| Chemicals   | 3  | 290       | 31             | 10.7                        | 7                                   | 12       | -             | 10                                 |
| Lumber and building materials (other than metal)              | 7  | 1,398     | 106            | 7.6                         | 26                                  | 62       | 2             | 1                                  |
| Metals (except scrap)   | 5  | 1,547     | 99             | 6.0                         | 21                                  | 58       | 1             | -                                  |
| All other kinds of business                                   | 14                                       | 1,779     | 129            | 7.3                         | 37                                  | 78       | 1             | -                                  |
| <b>OTHER AGENTS</b>   |  |           |                |                             |                                     |          |               |                                    |
|   | 3  | 295       | 10             | 3.4                         | 6                                   | 5        | -             | -                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF TEXAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| <u>BULK TANK STATIONS (petroleum)</u>                       | 2,177                                 | 81,697    | 20,439         | 25.0                        | 5,725                               | 8,709    | 121           | 7,819                              |
| <u>GRAIN STORE WAREHOUSES</u>                               | 24                                    | 26,493    | 1,326          | 5.0                         | 427                                 | 603      | 6             | 1,414                              |
| Groceries and food (except farm products)                   | 19                                    | 25,121    | 1,119          | 4.5                         | 368                                 | 490      | -             | 1,137                              |
| Groceries (general line)                                    | 15                                    | 24,200    | 1,072          | 4.4                         | 332                                 | 468      | 5             | 1,143                              |
| Other food and grocery specialties                          | 4                                     | 921       | 47             | 5.1                         | 21                                  | 22       | -             | 54                                 |
| All other kinds of business                                 | 5                                     | 1,362     | 507            | 15.2                        | 74                                  | 93       | -             | 217                                |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 869                                   | 66,129    | 4,371          | 6.6                         | 1,477                               | 1,853    | 499           | 2,439                              |
| Cotton  | 518                                   | 50,183    | 1,815          | 3.6                         | 729                                 | 789      | 137           | 1,301                              |
| Grain   | 365                                   | 43,700    | 1,390          | 3.2                         | 566                                 | 604      | 104           | 1,001                              |
| Hides, skins and furs (raw)                                 | 29                                    | 2,071     | 113            | 5.5                         | 41                                  | 46       | 13            | 116                                |
| Horses and mules  | 36                                    | 978       | 102            | 10.5                        | 38                                  | 51       | 11            | 65                                 |
| Livestock   | 11                                    | 224       | 26             | 11.6                        | 10                                  | 8        | 1             | 7                                  |
| Wool and mohair   | 22                                    | 222       | 21             | 9.5                         | 6                                   | 8        | 2             | 2                                  |
| All other   | 25                                    | 1,662     | 46             | 2.8                         | 17                                  | 17       | 3             | 92                                 |
| Farm products—consumer goods                                | 28                                    | 1,326     | 120            | 9.1                         | 61                                  | 52       | 3             | 28                                 |
| Dairy products (general line)                               | 358                                   | 14,912    | 2,302          | 15.4                        | 677                                 | 971      | 329           | 679                                |
| Milk and cream  | 6                                     | 262       | 92             | 35.1                        | 47                                  | 40       | -             | 2                                  |
| Poultry and poultry products                                | 7                                     | 47        | 26             | 55.3                        | 8                                   | 9        | -             | 1                                  |
| Dairy and poultry products                                  | 97                                    | 4,104     | 376            | 9.2                         | 167                                 | 176      | 42            | 221                                |
| Fruits and vegetables (fresh)                               | 92                                    | 1,667     | 164            | 9.8                         | 81                                  | 84       | 21            | 13                                 |
| All other   | 125                                   | 8,059     | 1,446          | 18.0                        | 281                                 | 691      | 253           | 330                                |
| Farm supplies   | 12                                    | 773       | 198            | 25.7                        | 93                                  | 71       | 13            | 112                                |
| All other kinds of business                                 | 4                                     | 117       | 19             | 16.2                        | 9                                   | 4        | -             | 24                                 |
|   | 9                                     | 917       | 234            | 25.5                        | 62                                  | 80       | 33            | 494                                |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 41                                    | 13,039    | 582            | 4.5                         | 147                                 | 245      | 25            | 119                                |
| Cotton  | 18                                    | 9,915     | 191            | 1.9                         | 63                                  | 126      | 7             | 46                                 |
| Grain   | 11                                    | 5,228     | 86             | 1.6                         | 28                                  | 49       | 2             | 2                                  |
| All other   | 3                                     | 1,248     | 34             | 2.7                         | 18                                  | 23       | 1             | 42                                 |
| Farm products—consumer goods                                | 4                                     | 3,439     | 71             | 2.1                         | 10                                  | 54       | 4             | 2                                  |
| Fruits and vegetables (fresh)                               | 17                                    | 2,976     | 373            | 12.5                        | 64                                  | 107      | 17            | 61                                 |
| All other   | 13                                    | 2,743     | 323            | 11.8                        | 58                                  | 89       | 17            | 60                                 |
| All other kinds of business                                 | 4                                     | 232       | 50             | 21.5                        | 26                                  | 16       | -             | 1                                  |
|   | 6                                     | 149       | 16             | 12.1                        | 10                                  | 12       | 1             | 12                                 |
| <u>RETAILERS</u>  | 72                                    | 3,559     | 290            | 8.1                         | 97                                  | 117      | 16            | 688                                |
| <u>CREAM STATIONS</u>                                       | 17                                    | 60        | 4              | 6.7                         | 6                                   | 2        | -             | -                                  |
| <b>DEALER</b>   |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 711                                   | 319,172   | 26,597         | 8.0                         | 7,566                               | 11,765   | 139           | 41,690                             |
| Manufacturers' sales branches                               | 564                                   | 190,529   | 15,856         | 7.1                         | 4,431                               | 6,525    | 60            | 55,400                             |
| Agents and brokers  | 207                                   | 64,921    | 9,117          | 14.0                        | 2,499                               | 4,237    | 44            | 4,841                              |
| All other types   | 104                                   | 46,205    | 1,091          | 2.4                         | 201                                 | 400      | 28            | 763                                |
|   | 36                                    | 17,717    | 1,833          | 10.3                        | 456                                 | 583      | 7             | 686                                |
| <b>WHOLESALES PROPER</b>                                    |                                       |           |                |                             |                                     |          |               |                                    |
| Assessment and sporting goods                               | 14                                    | 1,154     | 291            | 24.4                        | 70                                  | 105      | 1             | 46                                 |
| Automotive products   | 26                                    | 2,815     | 595            | 21.8                        | 255                                 | 299      | 3             | 474                                |
| Automotive eqpt., accessories and parts                     | 21                                    | 2,162     | 447            | 20.7                        | 212                                 | 262      | 3             | 419                                |
| All other   | 5                                     | 633       | 109            | 17.2                        | 43                                  | 47       | -             | 56                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF TEXAS

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             |                                     | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total    | Part-<br>time |                                    |
| WHOLESALEERS PROPER (continued)                             |                                       |           |                |                             |                                     |          |               |                                    |
| Chemicals   | 8                                     | 886       | 240            | 41.0                        | 48                                  | 106      | 2             | 135                                |
| Paints and varnishes  | 3                                     | 326       | 127            |                             | 23                                  | 35       | 2             | 96                                 |
| All other   | 5                                     | 260       | 113            |                             | 25                                  | 70       | -             | 39                                 |
| Clothing and furnishings                                    | 27                                    | 6,179     | 1,046          | 16.9                        | 262                                 | 409      | 15            | 716                                |
| Clothing and furnishings (general line)                     | 3                                     | 340       | 28             |                             | 13                                  | 14       | 4             | 46                                 |
| Clothing, men's and boys'                                   | 3                                     | 491       | 58             |                             | 7                                   | 11       | -             | 36                                 |
| Clothing, women's and children                              | 6                                     | 2,093     | 369            |                             | 77                                  | 104      | 5             | 80                                 |
| Furnishings, men's and boys'                                | 3                                     | 431       | 61             |                             | 26                                  | 37       | -             | 35                                 |
| Millinery and millinery supplies                            | 4                                     | 196       | 54             |                             | 26                                  | 22       | -             | 18                                 |
| All other   | 8                                     | 2,628     | 476            |                             | 135                                 | 221      | 6             | 501                                |
| Drugs and drug sundries                                     | 6                                     | 2,259     | 493            | 21.8                        | 144                                 | 227      | 3             | 484                                |
| Dry goods   | 5                                     | 5,208     | 690            | 13.2                        | 222                                 | 353      | -             | 1,104                              |
| Electrical goods  | 18                                    | 2,914     | 637            | 28.7                        | 261                                 | 415      | 3             | 547                                |
| Electrical appliances, eqpt. and supplies                   | 12                                    | 2,050     | 598            |                             | 214                                 | 347      | 2             | 483                                |
| Radios and radio equipment                                  | 6                                     | 864       | 139            |                             | 47                                  | 58       | 1             | 64                                 |
| Farm products—raw materials                                 | 34                                    | 122,003   | 2,002          | 1.6                         | 346                                 | 802      | 1             | 23,164                             |
| Cotton  | 31                                    | 121,803   | 1,968          |                             | 337                                 | 789      | 1             | 23,156                             |
| All other   | 3                                     | 200       | 34             |                             | 9                                   | 13       | -             | 8                                  |
| Farm products—consumer goods                                | 37                                    | 6,143     | 715            | 11.6                        | 335                                 | 350      | 8             | 231                                |
| Poultry and poultry products                                | 5                                     | 858       | 88             |                             | 25                                  | 29       | -             | 17                                 |
| Fruits and vegetables (fresh)                               | 29                                    | 4,986     | 488            |                             | 222                                 | 246      | 4             | 201                                |
| All other   | 3                                     | 602       | 169            |                             | 88                                  | 105      | 4             | 13                                 |
| Farm supplies   | 4                                     | 404       | 94             | 23.3                        | 35                                  | 43       | -             | 95                                 |
| Furniture and house furnishings                             | 7                                     | 842       | 130            | 20.2                        | 48                                  | 64       | -             | 207                                |
| Furniture   | 3                                     | 227       | 36             |                             | 19                                  | 20       | -             | 103                                |
| House furnishings (except china and floor coverings)        | 4                                     | 415       | 94             |                             | 29                                  | 44       | -             | 104                                |
| Groceries and foods (except farm products)                  | 40                                    | 9,335     | 970            | 10.4                        | 413                                 | 521      | 7             | 596                                |
| Groceries (general line)                                    | 6                                     | 2,924     | 288            |                             | 95                                  | 169      | 1             | 341                                |
| Confectionery and soft drinks                               | 10                                    | 3,350     | 55             |                             | 48                                  | 36       | 3             | 48                                 |
| Fish and sea foods  | 3                                     | 144       | 22             |                             | 17                                  | 16       | 1             | 11                                 |
| Other food and grocery specialties                          | 21                                    | 2,937     | 687            |                             | 281                                 | 300      | 2             | 196                                |
| Hardware  | 3                                     | 2,270     | 460            | 20.3                        | 173                                 | 244      | -             | 683                                |
| Jewelry and optical goods                                   | 8                                     | 596       | 130            | 32.3                        | 61                                  | 59       | 1             | 149                                |
| Jewelry (general line)                                      | 5                                     | 282       | 98             |                             | 30                                  | 34       | 1             | 94                                 |
| All other   | 3                                     | 113       | 42             |                             | 51                                  | 25       | -             | 55                                 |
| Lumber and building materials (other than metal)            | 9                                     | 1,220     | 308            | 24.8                        | 106                                 | 165      | 3             | 290                                |
| Machinery, equipment and supplies (except electrical)       | 44                                    | 11,357    | 1,706          | 18.0                        | 531                                 | 914      | 3             | 4,186                              |
| Commercial machinery, eqpt. and supplies                    | 8                                     | 210       | 44             |                             | 19                                  | 22       | -             | 40                                 |
| Construction machinery, eqpt. and supplies                  | 5                                     | 414       | 135            |                             | 38                                  | 56       | 2             | 215                                |
| Farm and dairy machinery and equipment                      | 5                                     | 359       | 102            |                             | 31                                  | 48       | -             | 247                                |
| Industrial machinery, eqpt. and supplies                    | 14                                    | 9,646     | 1,209          |                             | 360                                 | 669      | 1             | 3,513                              |
| Bottles and bottling equipment                              | 3                                     | 12        | 13             |                             | 4                                   | 3        | -             | -                                  |
| Mill and mine supplies (general line)                       | 7                                     | 9,306     | 1,116          |                             | 338                                 | 632      | 1             | 3,412                              |
| All other   | 4                                     | 328       | 80             |                             | 18                                  | 34       | -             | 101                                |
| Other machinery, equipment and supplies                     | 12                                    | 728       | 216            |                             | 88                                  | 119      | -             | 178                                |



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# WHOLESALE DISTRIBUTION: 1933

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For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales    | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL  |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|--------------|----------------|-----------------------------|-------------------------------------|-----------|---------------|------------------------------------|
|   |                                       |              | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total     | Part-<br>time |                                    |
| <b>MANUFACTURERS' AGENTS (continued)</b>                    |                                       |              |                |                             |                                     |           |               |                                    |
| Dry goods   | 3                                     | 69           | 11             | 15.9                        | 3                                   | -         | -             | -                                  |
| Electrical goods  | 6                                     | (X)          | (X)            | (X)                         | (X)                                 | (X)       | (X)           | (X)                                |
| Furniture and house furnishings                             | 3                                     | 208          | 12             | 5.8                         | 2                                   | 7         | -             | -                                  |
| Lumber and building materials (other than metal)            | 7                                     | 421          | 30             | 7.0                         | 8                                   | 14        | 1             | 37                                 |
| Machinery equipment and supplies (except electrical)        | 9                                     | 253          | 22             | 9.5                         | 3                                   | 11        | -             | -                                  |
| Plumbing and heating equipment and supplies                 | 3                                     | 133          | 7              | 5.3                         | 2                                   | 2         | -             | -                                  |
| All other kinds of business                                 | 8                                     | 1,516        | 52             | 3.4                         | 15                                  | 20        | 2             | 142                                |
| <b>SELLING AGENTS</b>                                       | <b>10</b>                             | <b>1,903</b> | <b>136</b>     | <b>7.1</b>                  | <b>31</b>                           | <b>78</b> | <b>1</b>      | <b>-</b>                           |
| <b>ALL OTHER TYPES</b>                                      |                                       |              |                |                             |                                     |           |               |                                    |
| BULK TANK STATIONS (petroleum)                              | 18                                    | 4,060        | 1,183          | 29.1                        | 883                                 | 349       | 4             | 168                                |
| CHAIN STORE WAREHOUSES                                      | 3                                     | 12,913       | 594            | 4.5                         | 152                                 | 207       | 3             | 496                                |
| ASSEMBLERS AND COUNTRY BUYERS                               | 15                                    | 744          | 56             | 7.5                         | 50                                  | 27        | -             | 2                                  |
| <b>CITIES OF 100,000 POPULATION AND OVER</b>                |                                       |              |                |                             |                                     |           |               |                                    |
| <b>EL PASO</b>  |                                       |              |                |                             |                                     |           |               |                                    |
|   | 187                                   | 30,361       | 3,761          | 12.3                        | 1,484                               | 1,819     | 56            | 3,850                              |
| Wholesalers proper  | 113                                   | 13,237       | 2,349          | 17.7                        | 950                                 | 1,120     | 41            | 2,443                              |
| Manufacturers' sales branches                               | 41                                    | 5,860        | 893            | 15.2                        | 351                                 | 420       | 7             | 449                                |
| Agents and brokers  | 17                                    | 4,554        | 81             | 1.8                         | 35                                  | 43        | 2             | 9                                  |
| All other types   | 16                                    | 5,750        | 428            | 6.4                         | 198                                 | 226       | 5             | 449                                |
| <b>WHOLESALE PROPER</b>                                     |                                       |              |                |                             |                                     |           |               |                                    |
| Dry goods   | 3                                     | 139          | 36             | 25.9                        | 16                                  | 19        | -             | 129                                |
| Automotive products   | 4                                     | 357          | 101            | 28.3                        | 41                                  | 61        | -             | 119                                |
| Drugs and drug sundries                                     | 4                                     | 747          | 143            | 19.1                        | 46                                  | 53        | -             | 230                                |
| Electrical goods  | 5                                     | 437          | 122            | 28.2                        | 47                                  | 53        | 1             | 88                                 |
| Farm products-consumer goods                                | 23                                    | 2,411        | 513            | 21.5                        | 217                                 | 214       | 9             | 75                                 |
| Farm supplies   | 3                                     | 409          | 53             | 8.1                         | 15                                  | 10        | -             | 32                                 |
| Groceries and foods (except farm products)                  | 26                                    | 3,124        | 392            | 12.5                        | 213                                 | 199       | 11            | 441                                |
| Hardware  | 3                                     | 1,871        | 347            | 18.5                        | 122                                 | 192       | 1             | 623                                |
| Lumber and building materials (other than metal)            | 5                                     | 894          | 219            | 24.4                        | 75                                  | 118       | 15            | 163                                |
| Machinery, equipment and supplies (except electrical)       | 9                                     | 523          | 125            | 23.7                        | 56                                  | 46        | 2             | 85                                 |
| Paper and its products                                      | 3                                     | 459          | 95             | 20.9                        | 23                                  | 31        | -             | 89                                 |
| Tobacco and its products (except leaf)                      | 3                                     | 936          | 33             | 3.5                         | 14                                  | 17        | -             | 30                                 |
| Waste materials   | 3                                     | 117          | 18             | 15.4                        | 12                                  | 9         | -             | 30                                 |
| All other kinds of business 1/                              | 19                                    | 808          | 162            | 20.0                        | 68                                  | 73        | 2             | 122                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |              |                |                             |                                     |           |               |                                    |
| Groceries and foods (except farm products)                  | 12                                    | 2,884        | 360            | 12.5                        | 88                                  | 161       | -             | 107                                |
| Machinery, equipment and supplies (except electrical)       | 12                                    | 450          | 127            | 28.2                        | 49                                  | 70        | 1             | 95                                 |
| All other kinds of business 2/                              | 17                                    | 2,526        | 406            | 16.1                        | 114                                 | 169       | 6             | 247                                |
| <b>AGENTS AND BROKERS</b>                                   |                                       |              |                |                             |                                     |           |               |                                    |
| Groceries and foods (except farm products)                  | 6                                     | 1,960        | 22             | 1.6                         | 11                                  | 17        | 1             | 4                                  |
| All other kinds of business 2/                              | 11                                    | 2,594        | 49             | 1.9                         | 24                                  | 23        | 1             | 6                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF TEXAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>EL PASO (continued)</b>                                  |                                       |           |                |                             |                                     |          |               |                                    |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 3                                     | 177       | 44             | 24.9                        | 69                                  | 23       | -             | 43                                 |
| Petroleum and its products                                  | 10                                    | 1,763     | 290            | 16.4                        | 90                                  | 154      | 2             | 349                                |
| All other kinds of business 4/                              | 3                                     | 4,790     | 94             | 2.0                         | 29                                  | 59       | 3             | 57                                 |
| <b>FORT WORTH</b>   |                                       |           |                |                             |                                     |          |               |                                    |
| 260 81,878 7,567 9.2 2,432 3,519 117 9,480                  |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 157                                   | 44,133    | 5,069          | 11.5                        | 1,656                               | 2,324    | 101           | 6,538                              |
| Manufacturers' sales branches                               | 41                                    | 10,866    | 1,417          | 13.0                        | 415                                 | 609      | 3             | 642                                |
| Agents and brokers  | 31                                    | 18,895    | 458            | 2.3                         | 129                                 | 216      | 8             | 94                                 |
| All other types   | 21                                    | 7,984     | 633            | 7.9                         | 232                                 | 370      | 6             | 206                                |
| <b>WHOLESALESA PROP&amp;R</b>                               |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 13                                    | 1,067     | 226            | 21.2                        | 120                                 | 115      | -             | 373                                |
| Electrical goods  | 10                                    | 1,645     | 255            | 15.5                        | 77                                  | 118      | 1             | 243                                |
| Farm products—raw materials                                 | 4                                     | 22,476    | 893            | 4.0                         | 117                                 | 320      | 27            | 4,914                              |
| Farm products—consumer goods                                | 17                                    | 4,872     | 354            | 7.2                         | 365                                 | 505      | 15            | 155                                |
| Farm supplies   | 6                                     | 1,462     | 205            | 14.1                        | 64                                  | 85       | 11            | 58                                 |
| Furniture and house furnishings                             | 4                                     | 28        | 10             | 35.7                        | 1                                   | 8        | 7             | 7                                  |
| Groceries and foods (except farm products)                  | 27                                    | 5,501     | 983            | 17.9                        | 345                                 | 440      | 15            | 992                                |
| Hardware  | 3                                     | 374       | 116            | 31.0                        | 46                                  | 54       | 2             | 226                                |
| Jewelry and optical goods                                   | 3                                     | 101       | 68             | 67.3                        | 15                                  | 27       | -             | 91                                 |
| Lumber and building materials (other than metal)            | 4                                     | 210       | 39             | 18.6                        | 16                                  | 16       | 2             | 119                                |
| Machinery, equipment and supplies (except electrical)       | 23                                    | 1,868     | 440            | 23.6                        | 163                                 | 205      | 10            | 576                                |
| Paper and its products                                      | 7                                     | 1,052     | 244            | 23.0                        | 89                                  | 133      | 1             | 332                                |
| Petroleum and its products                                  | 9                                     | 874       | 241            | 27.6                        | 95                                  | 108      | 1             | 47                                 |
| Plumbing and heating equipment and supplies                 | 3                                     | 276       | 85             | 30.8                        | 25                                  | 43       | -             | 121                                |
| Tobacco and its products (except leaf)                      | 4                                     | 1,219     | 42             | 3.4                         | 30                                  | 19       | 1             | 46                                 |
| Waste materials   | 3                                     | 201       | 19             | 9.5                         | 14                                  | 10       | 1             | 66                                 |
| All other kinds of business 5/                              | 18                                    | 897       | 268            | 29.9                        | 73                                  | 118      | 7             | 172                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 12                                    | 7,454     | 649            | 11.4                        | 245                                 | 363      | 1             | 197                                |
| Machinery, equipment and supplies (except electrical)       | 9                                     | 545       | 127            | 23.3                        | 48                                  | 64       | 1             | 240                                |
| Metals (except scrap)                                       | 3                                     | 498       | 29             | 5.8                         | 6                                   | 12       | -             | 23                                 |
| Paper and its products                                      | 3                                     | 373       | 50             | 13.4                        | 14                                  | 22       | -             | 20                                 |
| All other kinds of business 5/                              | 14                                    | 1,988     | 362            | 18.2                        | 102                                 | 148      | 1             | 162                                |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 16                                    | 15,115    | 352            | 2.2                         | 100                                 | 183      | 6             | 40                                 |
| Farm products—consumer goods                                | 4                                     | 1,416     | 32             | 2.3                         | 4                                   | 7        | 1             | -                                  |
| Groceries and foods (except farm products)                  | 5                                     | 1,316     | 45             | 3.4                         | 19                                  | 20       | 1             | 51                                 |
| All other kinds of business 7/                              | 6                                     | 48        | 9              | 18.8                        | 6                                   | 6        | -             | 3                                  |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 5                                     | 931       | 45             | 4.8                         | 13                                  | 23       | -             | 5                                  |
| Petroleum and its products                                  | 14                                    | 2,645     | 447            | 16.9                        | 178                                 | 251      | 1             | 114                                |
| All other kinds of business 8/                              | 4                                     | 4,407     | 141            | 3.2                         | 41                                  | 96       | 4             | 89                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF TEXAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales      | TOTAL EXPENSES                        |                             | Full-time<br>employees<br>(average) | PAY ROLL      |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|----------------|---------------------------------------|-----------------------------|-------------------------------------|---------------|---------------|------------------------------------|
|   |                                       |                | Amount                                | Per-<br>cent<br>of<br>sales |                                     | Total         | Part-<br>time |                                    |
|   |                                       |                | CITIES OF 100,000 POPULATION AND OVER |                             |                                     | (continued)   |               |                                    |
| <b>HOUSTON</b>  | <b>617</b>                            | <b>211,610</b> | <b>26,327</b>                         | <b>12.4</b>                 | <b>7,167</b>                        | <b>10,622</b> | <b>226</b>    | <b>41,185</b>                      |
| Wholesale and proper<br>Manufacturers' sales branches       | 401                                   | 127,858        | 17,490                                | 13.7                        | 4,923                               | 6,721         | 149           | 37,440                             |
| Agents and brokers  | 116                                   | 25,265         | 4,207                                 | 16.7                        | 1,215                               | 1,968         | 59            | 3,144                              |
| All other types   | 77                                    | 32,823         | 770                                   | 2.3                         | 166                                 | 358           | 15            | 185                                |
|   | 23                                    | 26,669         | 2,860                                 | 10.6                        | 863                                 | 1,556         | 2             | 384                                |
| <b>WHOLESALE PROPER</b>                                     |                                       |                |                                       |                             |                                     |               |               |                                    |
| Amusement and sporting goods                                | 4                                     | 142            | 33                                    | 23.2                        | 9                                   | 12            | 2             | 35                                 |
| Automotive products   | 32                                    | 2,774          | 716                                   | 25.8                        | 303                                 | 425           | 6             | 655                                |
| Chemicals   | 4                                     | 766            | 204                                   | 27.0                        | 79                                  | 100           | -             | 319                                |
| Clothing and furnishings                                    | 10                                    | 608            | 117                                   | 19.2                        | 48                                  | 63            | 12            | 163                                |
| Drugs and drug sundries                                     | 5                                     | 1,866          | 271                                   | 14.5                        | 83                                  | 148           | 1             | 236                                |
| Dry goods   | 3                                     | 1,490          | 223                                   | 15.0                        | 65                                  | 145           | 3             | 332                                |
| Electrical goods  | 13                                    | 2,517          | 461                                   | 18.3                        | 168                                 | 139           | 12            | 367                                |
| Farm products—raw materials                                 | 27                                    | 48,345         | 5,065                                 | 10.5                        | 222                                 | 648           | 13            | 26,400                             |
| Farm products—consumer goods                                | 39                                    | 5,396          | 1,185                                 | 21.4                        | 535                                 | 568           | 12            | 116                                |
| Farm supplies   | 3                                     | 2,011          | 69                                    | 3.4                         | 33                                  | 48            | -             | 46                                 |
| Furniture and house furnishings                             | 7                                     | 1,078          | 128                                   | 17.0                        | 71                                  | 95            | 1             | 206                                |
| Groceries and foods (except farm products)                  | 52                                    | 17,708         | 2,089                                 | 11.8                        | 760                                 | 951           | 8             | 1,881                              |
| Hardware  | 5                                     | 4,823          | 931                                   | 19.3                        | 359                                 | 539           | -             | 1,490                              |
| Lumber and building materials (other than<br>metal)         | 17                                    | 2,612          | 590                                   | 21.0                        | 194                                 | 269           | 11            | 803                                |
| Machinery, equipment and supplies (except<br>electrical)    | 67                                    | 16,240         | 2,300                                 | 14.2                        | 686                                 | 1,090         | 37            | 2,805                              |
| Metals (except scrap)                                       | 5                                     | 1,107          | 185                                   | 16.6                        | 64                                  | 86            | 13            | 162                                |
| Paper and its products                                      | 11                                    | 1,778          | 480                                   | 26.8                        | 179                                 | 330           | 2             | 464                                |
| Petroleum and its products                                  | 19                                    | 6,966          | 921                                   | 13.2                        | 163                                 | 324           | 3             | 177                                |
| Plumbing and heating equipment and supplies                 | 7                                     | 221            | 64                                    | 29.0                        | 23                                  | 24            | -             | 100                                |
| Tobacco and its products (except leaf)                      | 7                                     | 2,480          | 135                                   | 5.4                         | 53                                  | 63            | -             | 194                                |
| Waste materials   | 16                                    | 638            | 113                                   | 17.6                        | 44                                  | 47            | 3             | 256                                |
| All other kinds of business 9/                              | 48                                    | 6,206          | 1,209                                 | 19.5                        | 742                                 | 516           | 10            | 699                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |                |                                       |                             |                                     |               |               |                                    |
| Automotive products   | 7                                     | 2,066          | 359                                   | 17.4                        | 68                                  | 143           | -             | 289                                |
| Chemicals   | 9                                     | 1,093          | 269                                   | 24.5                        | 44                                  | 76            | -             | 123                                |
| Drugs and drug sundries                                     | 2                                     | 467            | 251                                   | 53.5                        | 32                                  | 32            | -             | 22                                 |
| Electrical goods  | 5                                     | 1,879          | 173                                   | 9.2                         | 45                                  | 61            | -             | 236                                |
| Farm products—consumer goods                                | 3                                     | 863            | 204                                   | 23.6                        | 66                                  | 125           | 1             | 123                                |
| Lumber and building materials (other<br>than metal)         | 4                                     | 573            | 208                                   | 36.3                        | 56                                  | 79            | 9             | 87                                 |
| Machinery, equipment and supplies (except<br>electrical)    | 33                                    | 8,835          | 1,009                                 | 11.4                        | 272                                 | 461           | 40            | 1,222                              |
| Metals (except scrap)                                       | 12                                    | 1,831          | 173                                   | 9.4                         | 39                                  | 100           | -             | 198                                |
| Paper and its products                                      | 3                                     | 870            | 86                                    | 9.8                         | 20                                  | 30            | -             | 51                                 |
| Plumbing and heating equipment and supplies                 | 4                                     | 744            | 169                                   | 22.7                        | 53                                  | 78            | 1             | 223                                |
| All other kinds of business 10/                             | 9                                     | 2,088          | 240                                   | 11.5                        | 73                                  | 107           | -             | 69                                 |
| Groceries and foods (except farm products)                  | 19                                    | 7,867          | 1,118                                 | 14.2                        | 426                                 | 536           | 8             | 621                                |
| <b>AGENTS AND BROKERS</b>                                   |                                       |                |                                       |                             |                                     |               |               |                                    |
| Farm products—raw materials                                 | 9                                     | 14,114         | 161                                   | 1.1                         | 25                                  | 82            | 1             | 116                                |
| Farm products—consumer goods                                | 10                                    | 1,982          | 51                                    | 2.6                         | 13                                  | 19            | 2             | -                                  |
| Farm supplies   | 4                                     | 654            | 19                                    | 3.4                         | 1                                   | 1             | -             | -                                  |
| Groceries and foods (except farm products)                  | 16                                    | 8,620          | 135                                   | 1.6                         | 40                                  | 68            | 1             | 54                                 |
| Lumber and building materials (other<br>than metal)         | 9                                     | 1,311          | 101                                   | 7.7                         | 22                                  | 68            | 6             | 3                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 23.—STATE OF TEXAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | TOTAL EXPENSES |        |                             | PAY ROLL                            |       | Stocks on<br>hand (end<br>of year) |               |
|---|---------------------------------------|----------------|--------|-----------------------------|-------------------------------------|-------|------------------------------------|---------------|
|   |                                       | Net sales      | Amount | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total |                                    | Part-<br>time |
| HOUSTON (continued)   |                                       |                |        |                             |                                     |       |                                    |               |
| CITIES 100,000 POPULATION AND OVER                          |                                       |                |        |                             |                                     |       |                                    |               |
| AGENTS AND BROKERS  |                                       |                |        |                             |                                     |       |                                    |               |
| Machinery, equipment and supplies (except electrical)       | 14                                    | 487            | 60     | 12.3                        | 15                                  | 25    | 4                                  | 16            |
| Metals (except scrap)                                       | 4                                     | 1,574          | 93     | 5.9                         | 20                                  | 54    | -                                  | -             |
| All other kinds of business 11/                             | 11                                    | 4,181          | 160    | 3.6                         | 30                                  | 51    | 1                                  | 16            |
| ALL OTHER TYPES   |                                       |                |        |                             |                                     |       |                                    |               |
| Groceries and foods (except farm products)                  | 3                                     | 4,937          | 123    | 2.6                         | 45                                  | 45    | -                                  | 167           |
| Petroleum and its products                                  | 15                                    | 18,102         | 3,650  | 20.2                        | 796                                 | 1,472 | -                                  | 181           |
| All other products 12/                                      | 5                                     | 2,580          | 72     | 2.1                         | 22                                  | 38    | 2                                  | 56            |
| SAN ANTONIO   |                                       |                |        |                             |                                     |       |                                    |               |
|   | 366                                   | 58,053         | 8,497  | 14.6                        | 3,302                               | 5,870 | 66                                 | 7,934         |
| WHOLESALES PROPER   |                                       |                |        |                             |                                     |       |                                    |               |
| Wholesalers proper  | 244                                   | 32,341         | 5,664  | 17.6                        | 2,449                               | 2,786 | 53                                 | 6,376         |
| Manufacturers' sales branches                               | 81                                    | 10,081         | 1,672  | 16.6                        | 658                                 | 766   | 5                                  | 967           |
| Agents and brokers  | 45                                    | 11,100         | 207    | 1.9                         | 72                                  | 79    | 3                                  | 6             |
| All other types   | 26                                    | 4,541          | 734    | 16.2                        | 225                                 | 267   | 5                                  | 585           |
| WHOLESALES PROPER   |                                       |                |        |                             |                                     |       |                                    |               |
| Amusement and sporting goods                                | 7                                     | 147            | 56     | 24.5                        | 15                                  | 14    | -                                  | 45            |
| Automotive products   | 26                                    | 2,394          | 703    | 29.4                        | 254                                 | 277   | 4                                  | 960           |
| Clothing and furnishings                                    | 12                                    | 865            | 153    | 17.7                        | 60                                  | 75    | 1                                  | 254           |
| Drugs and drug sundries                                     | 4                                     | 1,672          | 308    | 18.5                        | 124                                 | 170   | 1                                  | 373           |
| Dry goods   | 6                                     | 2,749          | 459    | 16.7                        | 155                                 | 202   | -                                  | 857           |
| Electrical goods  | 8                                     | 767            | 140    | 18.3                        | 56                                  | 56    | 1                                  | 218           |
| Farm products-consumer goods                                | 41                                    | 4,617          | 1,089  | 23.6                        | 489                                 | 575   | 13                                 | 1,171         |
| Furniture and home furnishings                              | 5                                     | 410            | 118    | 28.8                        | 45                                  | 55    | 1                                  | 163           |
| Groceries and foods (except farm products)                  | 39                                    | 8,863          | 1,107  | 12.5                        | 595                                 | 594   | 23                                 | 1,190         |
| Hardware  | 4                                     | 956            | 165    | 16.6                        | 65                                  | 107   | 1                                  | 251           |
| Jewelry and optical goods                                   | 5                                     | 384            | 90     | 23.6                        | 32                                  | 42    | -                                  | 78            |
| Lumber and building materials (other than metal)            | 6                                     | 586            | 79     | 13.5                        | 41                                  | 39    | 1                                  | 82            |
| Machinery, equipment and supplies (except electrical)       | 29                                    | 2,347          | 541    | 23.1                        | 226                                 | 199   | 5                                  | 992           |
| Paper and its products                                      | 5                                     | 1,233          | 250    | 20.1                        | 90                                  | 143   | -                                  | 303           |
| Petroleum and its products                                  | 11                                    | 707            | 141    | 19.9                        | 70                                  | 72    | -                                  | 49            |
| Plumbing and heating equipment and supplies                 | 3                                     | 65             | 25     | 40.0                        | 11                                  | 11    | -                                  | 57            |
| Tobacco and its products (except leaf)                      | 5                                     | 2,213          | 85     | 3.9                         | 37                                  | 41    | -                                  | 126           |
| Waste materials   | 10                                    | 242            | 53     | 21.9                        | 37                                  | 21    | -                                  | 102           |
| All other kinds of business 13/                             | 16                                    | 876            | 130    | 14.8                        | 76                                  | 58    | 2                                  | 103           |
| MANUFACTURERS' SALES BRANCHES                               |                                       |                |        |                             |                                     |       |                                    |               |
| Automotive products   | 3                                     | 1,315          | 165    | 12.5                        | 34                                  | 69    | 1                                  | 124           |
| Chemicals   | 3                                     | 227            | 58     | 25.6                        | 13                                  | 22    | -                                  | 29            |
| Groceries and foods (except farm products)                  | 18                                    | 4,666          | 968    | 21.0                        | 225                                 | 542   | 1                                  | 150           |
| Machinery, equipment and supplies (except electrical)       | 11                                    | 1,280          | 384    | 29.8                        | 185                                 | 169   | 1                                  | 415           |
| Plumbing and heating equipment and supplies                 | 3                                     | 486            | 107    | 21.9                        | 52                                  | 49    | 2                                  | 139           |
| All other kinds of business 14/                             | 13                                    | 2,256          | 260    | 11.5                        | 71                                  | 114   | -                                  | 100           |



## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF TEXAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| SAN ANTONIO (continued)                                     |                                       |           |                |                             |                                     |          |               |                                    |
| AGENTS AND BROKERS  |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 3                                     | 104       | 19             | 18.3                        | 6                                   | 8        | -             | -                                  |
| Farm products—raw materials                                 | 3                                     | 1,260     | 26             | 2.1                         | 16                                  | 17       | 1             | -                                  |
| Farm products—consumer goods                                | 5                                     | 653       | 14             | 2.1                         | 4                                   | 3        | -             | 1                                  |
| Groceries and foods (except farm products)                  | 15                                    | 6,094     | 78             | 1.0                         | 22                                  | 29       | 1             | -                                  |
| Lumber and building materials (other than metal)            | 4                                     | 498       | 19             | 3.8                         | 3                                   | 4        | -             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 5                                     | 187       | 26             | 13.9                        | 7                                   | 6        | 1             | -                                  |
| Plumbing and heating equipment and supplies                 | 3                                     | 60        | 11             | 18.3                        | 8                                   | 7        | -             | 5                                  |
| All other kinds of business 15/                             | 7                                     | 244       | 14             | 5.7                         | 6                                   | 5        | -             | -                                  |
| ALL OTHER TYPES   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 6                                     | 1,078     | 41             | 3.8                         | 20                                  | 18       | 2             | 9                                  |
| Farm products—consumer goods                                | 8                                     | 811       | 80             | 9.9                         | 29                                  | 30       | 3             | 350                                |
| Groceries and foods (except farm products)                  | 4                                     | 1,142     | 91             | 8.0                         | 29                                  | 53       | -             | 90                                 |
| Petroleum and its products 16/                              | 8                                     | 1,810     | 522            | 34.6                        | 145                                 | 165      | -             | 136                                |
| CITIES OF 50,000 TO 100,000 POPULATION                      |                                       |           |                |                             |                                     |          |               |                                    |
| AUSTIN  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 72                                    | 9,088     | 1,331          | 14.6                        | 504                                 | 678      | 17            | 1,217                              |
| Wholesalers proper  | 47                                    | 6,935     | 964            | 13.8                        | 370                                 | 492      | 12            | 1,091                              |
| Manufacturers' sales branches 17/                           | 12                                    | 1,174     | 161            | 13.7                        | 58                                  | 98       | -             | 68                                 |
| All other types   | 13                                    | 979       | 215            | 22.1                        | 76                                  | 97       | 5             | 58                                 |
| WHOLESALE PROPER  |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 3                                     | 156       | 49             | 31.4                        | 27                                  | 33       | -             | 29                                 |
| Farm products—consumer goods                                | 10                                    | 1,041     | 161            | 15.6                        | 78                                  | 61       | 2             | 74                                 |
| Groceries and foods (except farm products)                  | 10                                    | 2,927     | 285            | 9.4                         | 96                                  | 149      | 4             | 215                                |
| Hardware  | 4                                     | 1,387     | 279            | 20.1                        | 99                                  | 127      | 1             | 380                                |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 98        | 25             | 25.5                        | 9                                   | 11       | 1             | 55                                 |
| All other kinds of business 12/                             | 16                                    | 1,325     | 155            | 12.4                        | 61                                  | 82       | 4             | 227                                |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 6                                     | 646       | 92             | 14.2                        | 36                                  | 51       | -             | 19                                 |
| Machinery, equipment and supplies (except electrical)       | 5                                     | 86        | 20             | 23.3                        | 10                                  | 12       | -             | 45                                 |
| All other kinds of business 12/                             | 3                                     | 442       | 49             | 11.1                        | 12                                  | 25       | -             | 6                                  |
| ALL OTHER TYPES   |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 10                                    | 855       | 199            | 23.2                        | 70                                  | 98       | -             | 49                                 |
| All other kinds of business 20/                             | 3                                     | 123       | 17             | 13.8                        | 6                                   | 9        | 5             | 9                                  |
| BEAUMONT  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 104                                   | 10,563    | 2,486          | 18.6                        | 831                                 | 1,119    | 24            | 2,276                              |
| Wholesalers proper  | 59                                    | 11,437    | 1,850          | 16.2                        | 646                                 | 844      | 19            | 2,075                              |
| Manufacturers' sales branches                               | 15                                    | 2,459     | 294            | 12.1                        | 95                                  | 135      | 2             | 199                                |
| Agents and brokers 21/                                      | 6                                     | 2,499     | 37             | 1.5                         | 26                                  | 19       | -             | 36                                 |
| All other types   | 15                                    | 1,968     | 305            | 15.5                        | 66                                  | 118      | 3             | 75                                 |

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Table 2B.—STATE OF TEXAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES              |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|------------------------------------|-----------|-----------------------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                    |           | Amount                      | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| BRANCHET (continued)  |                                    |           |                             |                             |                                     |          |               |                                    |
|   |                                    |           | COPIES OF 50,000 TO 100,000 | POPULATION                  |                                     |          |               |                                    |
| WHOLESALESAERS PROPER                                       |                                    |           |                             |                             |                                     |          |               |                                    |
| Automotive products   | 5                                  | 256       | 93                          | 39.4                        | 45                                  | 56       | -             | 80                                 |
| Electrical goods  | 3                                  | 193       | 23                          | 11.9                        | 6                                   | 11       | 1             | 35                                 |
| Farm products-consumer goods                                | 7                                  | 337       | 102                         | 30.3                        | 52                                  | 59       | -             | 14                                 |
| Farm supplies   | 3                                  | 424       | 50                          | 11.8                        | 27                                  | 28       | -             | 18                                 |
| Groceries and foods (except farm products)                  | 14                                 | 5,265     | 950                         | 16.1                        | 301                                 | 369      | 5             | 335                                |
| Lumber and building materials (other than metal)            | 5                                  | 592       | 68                          | 11.5                        | 48                                  | 34       | 2             | 69                                 |
| Machinery, equipment and supplies (except electrical)       | 9                                  | 2,156     | 252                         | 11.7                        | 52                                  | 140      | 2             | 449                                |
| Waste materials   | 4                                  | 289       | 41                          | 14.2                        | 15                                  | 22       | 7             | 94                                 |
| All other kinds of business 22/                             | 19                                 | 1,945     | 371                         | 19.1                        | 100                                 | 125      | 2             | 384                                |
| MANUFACTURERS' SALES BRANCHES                               |                                    |           |                             |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 9                                  | 1,548     | 233                         | 15.1                        | 76                                  | 109      | 2             | 58                                 |
| Machinery, equipment and supplies (except electrical)       | 3                                  | 197       | 16                          | 8.1                         | 8                                   | 8        | -             | 84                                 |
| All other kinds of business 23/                             | 4                                  | 694       | 46                          | 6.5                         | 11                                  | 21       | -             | 47                                 |
| ALL OTHER TYPES   |                                    |           |                             |                             |                                     |          |               |                                    |
| Farm products-raw materials 24/                             | 4                                  | 1,125     | 55                          | 3.1                         | 12                                  | 23       | 3             | 1                                  |
| Petroleum and its products                                  | 9                                  | 843       | 270                         | 32.0                        | 54                                  | 95       | -             | 74                                 |
| GALVESTON   |                                    |           |                             |                             |                                     |          |               |                                    |
|   | 70                                 | 16,740    | 1,540                       | 9.2                         | 523                                 | 707      | 14            | 5,051                              |
| Wholesalers proper  | 53                                 | 12,690    | 1,077                       | 8.5                         | 427                                 | 559      | 14            | 3,995                              |
| Manufacturers' sales branches 25/                           | 3                                  | 281       | 31                          | 11.0                        | 12                                  | 16       | -             | 23                                 |
| Agents and brokers 26/                                      | 6                                  | 2,721     | 209                         | 7.7                         | 35                                  | 52       | -             | 953                                |
| All other types 27/   | 9                                  | 1,048     | 223                         | 21.3                        | 49                                  | 60       | -             | 70                                 |
| WHOLESALESAERS PROPER                                       |                                    |           |                             |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 10                                 | 690       | 201                         | 22.6                        | 71                                  | 98       | -             | 10                                 |
| Groceries and foods (except farm products)                  | 18                                 | 2,127     | 355                         | 15.7                        | 161                                 | 171      | 7             | 328                                |
| Machinery, equipment and supplies (except electrical)       | 4                                  | 124       | 75                          | 60.5                        | 20                                  | 29       | -             | 142                                |
| Waste materials   | 3                                  | 182       | 15                          | 8.8                         | 7                                   | 10       | 2             | 71                                 |
| All other kinds of business 28/                             | 18                                 | 9,367     | 452                         | 4.8                         | 168                                 | 251      | 5             | 3,444                              |
| PORT ARTHUR   |                                    |           |                             |                             |                                     |          |               |                                    |
|   | 26                                 | 1,738     | 276                         | 15.9                        | 107                                 | 153      | 12            | 216                                |
| Wholesalers proper  | 21                                 | 1,275     | 200                         | 15.7                        | 87                                  | 123      | 12            | 204                                |
| All other types 29/   | 5                                  | 463       | 76                          | 16.4                        | 20                                  | 20       | -             | 12                                 |
| WHOLESALESAERS PROPER                                       |                                    |           |                             |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 3                                  | 13        | 4                           | 30.8                        | 2                                   | 2        | -             | 0                                  |
| Groceries and foods (except farm products)                  | 10                                 | 693       | 71                          | 10.2                        | 30                                  | 40       | 2             | 68                                 |
| All other kinds of business 30/                             | 8                                  | 569       | 125                         | 22.0                        | 55                                  | 81       | 10            | 136                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF TEXAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 40,000 TO 100,000 POPULATION                      |                                       |           |                |                             |                                     |          |               |                                    |
| <b>WACO</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 96                                    | 56,507    | 2,866          | 9.8                         | 1,092                               | 1,354    | 70            | 8,975                              |
| Wholesalers proper  | 62                                    | 25,861    | 2,219          | 8.7                         | 673                                 | 967      | 67            | 5,660                              |
| Manufacturers' sales branches                               | 11                                    | 1,607     | 253            | 16.8                        | 65                                  | 166      | 2             | 69                                 |
| Agents and brokers <u>SI/</u>                               | 3                                     | 132       | 15             | 11.4                        | 5                                   | 8        | -             | 6                                  |
| All other types   | 17                                    | 2,087     | 281            | 12.5                        | 149                                 | 195      | 1             | 240                                |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 6                                     | 1,490     | 276            | 18.7                        | 101                                 | 128      | 1             | 355                                |
| Farm products—raw materials                                 | 3                                     | 16,610    | 459            | 2.8                         | 57                                  | 155      | 7             | 3,655                              |
| Farm products—consumer goods                                | 11                                    | 1,461     | 331            | 22.7                        | 197                                 | 112      | 24            | 62                                 |
| Groceries and foods (except farm products)                  | 15                                    | 3,486     | 441            | 12.7                        | 211                                 | 218      | 3             | 526                                |
| Machinery, equipment and supplies (except electrical)       | 5                                     | 414       | 91             | 22.0                        | 50                                  | 56       | 1             | 212                                |
| All other kinds of business <u>SE/</u>                      | 22                                    | 3,120     | 659            | 20.5                        | 277                                 | 318      | 31            | 942                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 6                                     | 788       | 116            | 14.7                        | 40                                  | 56       | 1             | 37                                 |
| All other kinds of business <u>SI/</u>                      | 5                                     | 719       | 137            | 19.1                        | 25                                  | 108      | 1             | 32                                 |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 4                                     | 1,323     | 12             | 0.9                         | 5                                   | 9        | -             | 1                                  |
| Petroleum and its products                                  | 10                                    | 629       | 191            | 30.4                        | 72                                  | 93       | 1             | 37                                 |
| All other kinds of business <u>SA/</u>                      | 3                                     | 1,155     | 178            | 15.7                        | 72                                  | 91       | -             | 202                                |
| CITIES OF 20,000 TO 50,000 POPULATION                       |                                       |           |                |                             |                                     |          |               |                                    |
| <b>ABILENE</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 65                                    | 14,315    | 1,455          | 10.2                        | 547                                 | 654      | 28            | 2,510                              |
| All other types   | 28                                    | 4,694     | 338            | 7.2                         | 107                                 | 159      | 17            | 200                                |
| Farm products—raw materials                                 | 6                                     | 2,850     | 35             | 1.2                         | 16                                  | 16       | 4             | -                                  |
| Farm products—consumer goods                                | 7                                     | 660       | 76             | 11.8                        | 22                                  | 31       | 14            | 91                                 |
| Groceries and foods (except farm products)                  | 20                                    | 7,112     | 608            | 8.5                         | 290                                 | 302      | 4             | 1,424                              |
| Petroleum and its products                                  | 10                                    | 587       | 152            | 27.3                        | 60                                  | 75       | -             | 40                                 |
| All other kinds of business                                 | 20                                    | 3,186     | 682            | 18.4                        | 159                                 | 212      | 6             | 955                                |
| <b>AMARILLO</b>   |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 107                                   | 12,648    | 2,235          | 17.8                        | 742                                 | 1,150    | 37            | 2,441                              |
| All other types   | 38                                    | 6,221     | 1,044          | 16.8                        | 299                                 | 500      | 24            | 1,000                              |
| Farm products—consumer goods                                | 9                                     | 1,549     | 327            | 21.1                        | 125                                 | 197      | 11            | 38                                 |
| Groceries and foods (except farm products)                  | 17                                    | 3,223     | 515            | 16.0                        | 170                                 | 251      | 1             | 286                                |
| Petroleum and its products                                  | 12                                    | 751       | 169            | 25.2                        | 53                                  | 85       | -             | 60                                 |
| All other kinds of business                                 | 65                                    | 7,025     | 1,204          | 17.1                        | 401                                 | 597      | 25            | 2,057                              |
| <b>BROWNSVILLE</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 33                                    | 4,205     | 444            | 10.6                        | 166                                 | 201      | 24            | 217                                |
| All other types   | 19                                    | 2,080     | 235            | 11.6                        | 109                                 | 112      | 2             | 188                                |
| Farm products—consumer goods                                | 6                                     | 1,747     | 98             | 5.3                         | 17                                  | 42       | 21            | -                                  |
| Groceries and foods (except farm products)                  | 13                                    | 2,000     | 212            | 10.6                        | 91                                  | 112      | 1             | 146                                |
| Petroleum and its products                                  | 7                                     | 209       | 83             | 39.7                        | 21                                  | 27       | -             | 24                                 |
| All other kinds of business                                 | 8                                     | 249       | 56             | 22.5                        | 29                                  | 20       | 2             | 45                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF TEXAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales      | TOTAL EXPENSES                                    |                             | Full-time<br>employees<br>(average) | PAY ROLL     |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|----------------|---|-----------------------------|-------------------------------------|--------------|---------------|------------------------------------|
|   |                                       |                | Amount  | Per-<br>cent<br>of<br>sales |                                     | Total        | Part-<br>time |                                    |
|   |                                       |                | CITIES OF 20,000 TO 50,000 POPULATION (continued) |                             |                                     |              |               |                                    |
| <b>COOPER CHRISTI</b>                                       |                                       |                |   |                             |                                     |              |               |                                    |
| Wholesalers proper  | 64                                    | 11,358         | 1,180   | 10.4                        | 431                                 | 520          | 25            | 2,033                              |
| All other types   | 43                                    | 7,040          | 809   | 11.5                        | 309                                 | 338          | 11            | 1,481                              |
|   | 21                                    | 4,316          | 371   | 8.6                         | 122                                 | 162          | 14            | 552                                |
| Farm products—raw materials                                 | 3                                     | 5,528          | 73  | 1.3                         | 17                                  | 30           | 1             | 1,064                              |
| Farm products—consumer goods                                | 9                                     | 761            | 230   | 30.6                        | 100                                 | 115          | 14            | 17                                 |
| Groceries and foods (except farm products)                  | 20                                    | 2,560          | 308   | 12.0                        | 122                                 | 132          | 3             | 339                                |
| Petroleum and its products                                  | 10                                    | 767            | 195   | 25.4                        | 47                                  | 81           | 2             | 64                                 |
| All other kinds of business                                 | 22                                    | 1,762          | 374   | 21.3                        | 145                                 | 162          | 5             | 549                                |
| <b>LAREDO</b>   |                                       |                |   |                             |                                     |              |               |                                    |
| Wholesalers proper  | 48                                    | 6,117          | 462   | 7.6                         | 217                                 | 210          | 10            | 453                                |
| All other types   | 30                                    | 2,705          | 316   | 11.7                        | 166                                 | 153          | 8             | 442                                |
|   | 18                                    | 3,412          | 145   | 4.3                         | 51                                  | 57           | 2             | 41                                 |
| Farm products—consumer goods                                | 10                                    | 694            | 88  | 12.7                        | 33                                  | 54           | 3             | 14                                 |
| Groceries and foods (except farm products)                  | 11                                    | 1,762          | 145   | 8.2                         | 88                                  | 75           | 3             | 201                                |
| Petroleum and its products                                  | 7                                     | 305            | 74  | 24.2                        | 26                                  | 29           | -             | 33                                 |
| All other kinds of business                                 | 20                                    | 3,355          | 165   | 4.6                         | 70                                  | 72           | 4             | 235                                |
| <b>LUBBOCK</b>  |                                       |                |   |                             |                                     |              |               |                                    |
| Wholesalers proper  | 61                                    | 8,397          | 1,053   | 12.7                        | 429                                 | 414          | 19            | 790                                |
| All other types   | 40                                    | 5,225          | 795   | 15.2                        | 326                                 | 274          | 9             | 673                                |
|   | 21                                    | 3,181          | 268   | 8.4                         | 103                                 | 140          | 10            | 117                                |
| Farm products—raw materials                                 | 8                                     | 1,581          | 93  | 5.9                         | 35                                  | 31           | 7             | 16                                 |
| Farm products—consumer goods                                | 5                                     | 1,858          | 422   | 22.7                        | 182                                 | 126          | 7             | 77                                 |
| Groceries and foods (except farm products)                  | 18                                    | 3,353          | 267   | 7.9                         | 101                                 | 129          | 3             | 374                                |
| Petroleum and its products                                  | 11                                    | 694            | 137   | 23.1                        | 45                                  | 65           | -             | 56                                 |
| All other kinds of business                                 | 19                                    | 1,001          | 144   | 14.4                        | 65                                  | 62           | 2             | 237                                |
| <b>SAN ANGELO</b>   |                                       |                |   |                             |                                     |              |               |                                    |
| Wholesalers proper  | 62                                    | 6,672          | 709   | 10.6                        | 185                                 | 249          | 12            | 552                                |
| All other types   | 45                                    | 3,095          | 364   | 11.8                        | 127                                 | 152          | 9             | 485                                |
|   | 17                                    | 3,577          | 345   | 9.6                         | 68                                  | 97           | 3             | 68                                 |
| Farm products—raw materials                                 | 6                                     | 3,014          | 187   | 6.2                         | 16                                  | 26           | 3             | 6                                  |
| Farm products—consumer goods                                | 8                                     | 353            | 78  | 22.1                        | 22                                  | 21           | 3             | 6                                  |
| Groceries and foods (except farm products)                  | 15                                    | 2,116          | 191   | 9.0                         | 60                                  | 80           | 4             | 351                                |
| Petroleum and its products                                  | 10                                    | 474            | 154   | 32.5                        | 41                                  | 69           | -             | 63                                 |
| All other kinds of business                                 | 23                                    | 715            | 99  | 13.8                        | 46                                  | 53           | 2             | 127                                |
| <b>WICHITA FALLS</b>  |                                       |                |   |                             |                                     |              |               |                                    |
| Wholesalers proper  | 95                                    | 9,032          | 1,467   | 16.2                        | 544                                 | 714          | 28            | 1,507                              |
| All other types   | 64                                    | 6,926          | 957   | 14.0                        | 382                                 | 474          | 26            | 1,263                              |
|   | 29                                    | 2,106          | 500   | 23.7                        | 162                                 | 240          | 2             | 344                                |
| Farm products—consumer goods                                | 11                                    | 818            | 177   | 21.6                        | 100                                 | 101          | 6             | 59                                 |
| Groceries and foods (except farm products)                  | 17                                    | 3,291          | 341   | 10.4                        | 133                                 | 161          | 3             | 356                                |
| Petroleum and its products                                  | 14                                    | 709            | 228   | 32.2                        | 81                                  | 112          | -             | 88                                 |
| All other kinds of business                                 | 51                                    | 4,214          | 721   | 17.1                        | 230                                 | 320          | 19            | 1,124                              |
| <b>CITIES OF 5,000 TO 20,000 POPULATION</b>                 |                                       |                |   |                             |                                     |              |               |                                    |
| <b>Total</b>  | <b>1,316</b>                          | <b>108,840</b> | <b>13,857</b>                                     | <b>12.7</b>                 | <b>4,935</b>                        | <b>6,456</b> | <b>367</b>    | <b>14,292</b>                      |
| <b>BIG SPRING</b>   | 29                                    | 1,539          | 210   | 14.2                        | 81                                  | 103          | 2             | 353                                |
| <b>BORHAM</b>   | 17                                    | 1,152          | 99  | 8.6                         | 32                                  | 50           | 14            | 103                                |
| <b>BORNER</b>   | 26                                    | 794            | 114   | 14.5                        | 45                                  | 59           | 3             | 306                                |
| <b>BRECKENRIDGE</b>   | 15                                    | 932            | 167   | 17.9                        | 54                                  | 83           | 5             | 373                                |
| <b>BRENSHAM</b>   | 25                                    | 4,561          | 246   | 5.4                         | 89                                  | 121          | 7             | 213                                |
| <b>BROWNWOOD</b>  | 60                                    | 2,805          | 389   | 13.9                        | 186                                 | 193          | 16            | 303                                |
| <b>BRYAN</b>  | 20                                    | 1,819          | 216   | 11.9                        | 100                                 | 102          | 2             | 250                                |

## WHOLESALE DISTRIBUTION: 1933

13-49-4  
 Census of  
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 Business

Table 2B.—STATE OF TEXAS WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employes<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                    | Total    | Part-<br>time |                                    |
|   |                                       |           |                |                             |                                    |          |               |                                    |
| CHILDRESS   | 24                                    | 1,858     | 176            | 9.6                         | 76                                 | 90       | -             | 280                                |
| CISCO   | 13                                    | 450       | 60             | 14.0                        | 24                                 | 31       | -             | 47                                 |
| CLEBURNE  | 22                                    | 907       | 106            | 11.6                        | 36                                 | 90       | 2             | 64                                 |
| COLEMAN   | 17                                    | 761       | 97             | 12.7                        | 30                                 | 40       | 1             | 98                                 |
| COESLAMA  | 38                                    | 4,536     | 514            | 11.5                        | 160                                | 342      | 6             | 443                                |
| CRYSTAL CITY  | 15                                    | 1,080     | 114            | 10.6                        | 25                                 | 66       | 27            | 43                                 |
| DEL RIO   | 13                                    | 2,020     | 261            | 12.4                        | 42                                 | 79       | 3             | 102                                |
| DRESDEN   | 19                                    | 2,029     | 276            | 13.6                        | 81                                 | 106      | 8             | 182                                |
| DEWICK  | 19                                    | 1,024     | 154            | 15.0                        | 57                                 | 71       | 5             | 113                                |
| EGGLE PASS  | 9                                     | 201       | 54             | 16.9                        | 21                                 | 17       | -             | 33                                 |
| ELECTRA   | 17                                    | 602       | 96             | 15.3                        | 35                                 | 52       | 15            | 267                                |
| EMUS  | 7                                     | 261       | 46             | 17.6                        | 17                                 | 20       | -             | 22                                 |
| GAINESVILLE   | 16                                    | 949       | 137            | 14.4                        | 59                                 | 71       | -             | 131                                |
| GOOSE CREEK   | 7                                     | 251       | 61             | 24.3                        | 24                                 | 31       | 1             | 16                                 |
| GREENVILLE  | 47                                    | 7,443     | 595            | 7.9                         | 236                                | 252      | 13            | 1,025                              |
| HARLINEN  | 36                                    | 2,520     | 472            | 18.7                        | 156                                | 213      | 36            | 441                                |
| HILLSBORO   | 22                                    | 1,964     | 162            | 8.2                         | 74                                 | 82       | 1             | 116                                |
| HUNTSVILLE  | 6                                     | 123       | 45             | 36.6                        | 14                                 | 22       | -             | 30                                 |
| JACKSONVILLE  | 20                                    | 2,297     | 266            | 11.6                        | 93                                 | 131      | 13            | 192                                |
| KINGSVILLE  | 6                                     | 274       | 45             | 16.4                        | 12                                 | 21       | -             | 30                                 |
| LORENVILLE  | 45                                    | 3,794     | 600            | 15.8                        | 205                                | 295      | 7             | 225                                |
| LULING  | 27                                    | 3,009     | 222            | 7.4                         | 87                                 | 100      | 1             | 235                                |
| LULING  | 13                                    | 401       | 114            | 28.4                        | 29                                 | 43       | 3             | 131                                |
| MARLIN  | 7                                     | 150       | 44             | 33.8                        | 12                                 | 20       | 1             | 10                                 |
| MARSHALL  | 29                                    | 1,774     | 297            | 16.7                        | 115                                | 159      | 2             | 256                                |
| MCKALEY   | 28                                    | 1,177     | 247            | 21.0                        | 92                                 | 114      | 13            | 114                                |
| MCKINNEY  | 17                                    | 1,757     | 221            | 13.1                        | 72                                 | 98       | 2             | 226                                |
| MCKINNEY  | 16                                    | 900       | 134            | 14.9                        | 36                                 | 43       | 2             | 36                                 |
| MCKINNEY  | 12                                    | 823       | 166            | 16.8                        | 51                                 | 66       | 2             | 137                                |
| MEYIA   | 10                                    | 454       | 90             | 19.8                        | 30                                 | 39       | -             | 70                                 |
| MIDLAND   | 19                                    | 841       | 149            | 17.7                        | 44                                 | 68       | 1             | 44                                 |
| MINERAL WELLS   | 12                                    | 1,147     | 163            | 14.2                        | 46                                 | 96       | 4             | 121                                |
| MISSION   | 23                                    | 1,832     | 279            | 15.2                        | 122                                | 149      | 10            | 224                                |
| MODOCOCHESS   | 14                                    | 533       | 74             | 13.1                        | 23                                 | 36       | 2             | 23                                 |
| MARAZOZA  | 16                                    | 801       | 66             | 13.2                        | 20                                 | 50       | 1             | 36                                 |
| ORANGE  | 12                                    | 1,160     | 199            | 17.2                        | 63                                 | 98       | -             | 173                                |
| PALESTINE   | 14                                    | 1,015     | 186            | 18.4                        | 63                                 | 65       | 1             | 199                                |
| PAMPA   | 38                                    | 6,208     | 394            | 6.3                         | 99                                 | 169      | 9             | 1,301                              |
| PARIS   | 43                                    | 3,479     | 544            | 15.6                        | 274                                | 294      | 5             | 677                                |
| RAFDER  | 25                                    | 1,952     | 259            | 13.2                        | 90                                 | 90       | 5             | 209                                |
| RAFDER  | 14                                    | 893       | 69             | 11.6                        | 26                                 | 29       | 1             | 100                                |
| SAH BENDITO   | 26                                    | 3,250     | 529            | 16.4                        | 104                                | 211      | 41            | 90                                 |
| SAH MARCOS  | 10                                    | 1,077     | 120            | 11.1                        | 42                                 | 49       | 2             | 94                                 |
| SGRUEN  | 16                                    | 1,231     | 185            | 14.9                        | 70                                 | 69       | 7             | 92                                 |
| SHERMAN   | 24                                    | 4,503     | 673            | 14.9                        | 249                                | 297      | 1             | 1,026                              |
| SULPHUR SPRINGS   | 16                                    | 704       | 111            | 15.8                        | 39                                 | 54       | 3             | 72                                 |
| SWICKWAKE   | 24                                    | 2,423     | 396            | 16.3                        | 141                                | 176      | 9             | 672                                |
| TATLER  | 19                                    | 1,705     | 165            | 9.7                         | 70                                 | 94       | 4             | 139                                |
| TEMPLE  | 18                                    | 1,733     | 221            | 12.8                        | 83                                 | 103      | 2             | 137                                |
| TERRELL   | 14                                    | 820       | 96             | 11.7                        | 42                                 | 57       | -             | 109                                |
| TEKARKANA   | 17                                    | 1,682     | 336            | 19.2                        | 141                                | 164      | 4             | 131                                |
| TIEN  | 45                                    | 5,483     | 669            | 12.6                        | 264                                | 362      | 14            | 733                                |
| UTVALDE   | 15                                    | 1,176     | 131            | 12.9                        | 57                                 | 67       | 2             | 129                                |
| VERNON  | 23                                    | 1,425     | 235            | 15.2                        | 85                                 | 93       | 1             | 390                                |
| VICTORIA  | 14                                    | 1,141     | 173            | 15.2                        | 65                                 | 78       | 1             | 161                                |
| WABACHIE  | 20                                    | 974       | 91             | 8.2                         | 32                                 | 39       | 3             | 63                                 |
| WALTON  | 11                                    | 277       | 62             | 22.4                        | 16                                 | 26       | 3             | 14                                 |





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Table 3.—STATE OF

TEXAS

RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                  | RECEIPTS FROM—       |                                  |              |                          |               |                          |
|---|--------------------------|-----------------|----------------|------------------|----------------------|----------------------------------|--------------|--------------------------|---------------|--------------------------|
|   |                          |                 | Amount         | Percent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental |                          | Other sources |                          |
|   |                          |                 |                |                  |                      |                                  | Amount       | Number of establishments | Amount        | Number of establishments |
| Total for State                                       | 7,825                    | \$1,097,400     | \$121,982      | 11.1             | \$1,088,949          | \$3,085                          | 44           | \$172                    | 152           | \$5,196                  |
| Amusement and sporting goods                          | 42                       | 5,948           | 1,390          | 23.4             | 2,049                | 13                               | -            | -                        | 16            | 1/ 3,886                 |
| Automotive products                                   | 301                      | 30,469          | 5,827          | 19.1             | 29,865               | 571                              | 3            | -                        | 21            | 5 12                     |
| Chemicals   | 56                       | 6,247           | 1,577          | 25.2             | 6,245                | 1                                | 1            | 1                        | -             | -                        |
| Clothing and furnishings                              | 55                       | 9,817           | 1,648          | 17.1             | 9,814                | -                                | -            | -                        | 2             | 3                        |
| Coal  | 12                       | 1,114           | 114            | 10.2             | 1,111                | -                                | 1            | 1                        | 1             | 2                        |
| Drugs and drug sundries                               | 56                       | 12,732          | 2,098          | 16.5             | 12,696               | -                                | -            | -                        | 4             | 36                       |
| Dry goods   | 44                       | 12,485          | 1,678          | 13.4             | 12,357               | -                                | 3            | 41                       | 2             | 87                       |
| Electrical goods                                      | 98                       | 14,855          | 2,814          | 18.9             | 14,719               | 117                              | -            | -                        | 2             | 19                       |
| Farm products—raw materials                           | 832                      | 352,367         | 12,846         | 3.6              | 350,598              | 1,580                            | 6            | 35                       | 10            | 213                      |
| Farm products—consumer goods                          | 847                      | 76,176          | 12,300         | 16.1             | 76,058               | 91                               | 5            | 13                       | 6             | 14                       |
| Farm supplies   | 89                       | 9,182           | 989            | 10.8             | 9,169                | 12                               | 1            | 1                        | -             | -                        |
| Furniture and house furnishings                       | 55                       | 5,444           | 978            | 18.0             | 5,441                | -                                | -            | -                        | 1             | 3                        |
| Groceries and foods (except farm products)            | 1,123                    | 255,685         | 23,025         | 9.0              | 255,565              | 4                                | 9            | 15                       | 51            | 101                      |
| Hardware  | 51                       | 18,371          | 3,391          | 18.5             | 18,316               | -                                | -            | -                        | 6             | 55                       |
| Jewelry and optical goods                             | 37                       | 1,835           | 652            | 35.5             | 1,832                | -                                | 1            | 3                        | -             | -                        |
| Lumber and building materials (other than metal)      | 137                      | 14,509          | 2,954          | 20.4             | 14,509               | -                                | -            | -                        | -             | -                        |
| Machinery, equipment and supplies (except electrical) | 662                      | 76,665          | 13,285         | 17.3             | 75,413               | 568                              | 1            | 2                        | 34            | 2/ 682                   |
| Metals (other than scrap)                             | 56                       | 9,909           | 828            | 8.4              | 9,307                | 2                                | -            | -                        | -             | -                        |
| Paper and its products                                | 60                       | 3,358           | 2,150          | 23.0             | 9,347                | 5                                | -            | -                        | 2             | 6                        |
| Petroleum and its products                            | 2,355                    | 101,761         | 23,196         | 22.8             | 101,676              | 73                               | 6            | 9                        | 1             | 3                        |
| Plumbing and heating equipment and supplies           | 61                       | 4,561           | 1,015          | 22.3             | 4,543                | 17                               | -            | -                        | 1             | 1                        |
| Tobacco and its products (except leaf)                | 72                       | 26,844          | 1,117          | 4.2              | 26,559               | -                                | -            | -                        | 2             | 5                        |
| Waste materials                                       | 93                       | 2,044           | 405            | 19.8             | 2,042                | -                                | 1            | 2                        | -             | -                        |
| All other kinds of business                           | 321                      | 39,622          | 5,705          | 14.4             | 39,398               | 29                               | 6            | 27                       | 6             | 68                       |

1/ Includes 15 exchanges dealing in motion picture films, with income from film rentals of \$3,876,000.

2/ Includes 20 establishments dealing in machinery, equipment and supplies with receipts from machine rentals amounting to \$513,000.



## WHOLESALE DISTRIBUTION: 1933

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Table 4.—STATE OF TEXAS CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |                    | ESTABLISHMENTS REPORTING CREDIT SALES |                                       |                  |                                       | Credit sales     |                                       |                    | Total Expenses  |                  |        |
|---|--------------------|--------------------|---------------------------------------|---------------------------------------|------------------|---------------------------------------|------------------|---------------------------------------|--------------------|-----------------|------------------|--------|
|   | Number             | Net sales          | Number                                | Percent of total for kind of business | Net sales        | Percent of total for kind of business | Amount           | Percent of sales                      |                    | Amount          | Percent of sales |        |
|   |                    |                    |                                       |                                       |                  |                                       |                  | Establishments reporting credit sales | All establishments |                 |                  |        |
|   |                    |                    |                                       |                                       |                  |                                       |                  |                                       |                    |                 |                  | Amount |
| <b>Total for State</b>                    | <b>7,525</b>       | <b>\$1,097,400</b> | <b>5,025</b>                          | <b>66.8</b>                           | <b>\$627,582</b> | <b>57.2</b>                           | <b>\$446,787</b> | <b>71.2</b>                           | <b>40.7</b>        | <b>\$96,247</b> | <b>15.3</b>      |        |
| <b>WHOLESALESAERS PROPER</b>              |                    |                    |                                       |                                       |                  |                                       |                  |                                       |                    |                 |                  |        |
| <b>Total</b>                              | <b>3,221</b>       | <b>623,663</b>     | <b>2,122</b>                          | <b>65.9</b>                           | <b>384,091</b>   | <b>61.6</b>                           | <b>274,081</b>   | <b>71.4</b>                           | <b>43.9</b>        | <b>56,683</b>   | <b>14.8</b>      |        |
| Amusement and sporting goods              | 28                 | 1,606              | 20                                    | 71.4                                  | 1,203            | 74.9                                  | 822              | 68.3                                  | 51.2               | 315             | 26.2             |        |
| Automotive products                       | 251                | 17,531             | 204                                   | 81.3                                  | 16,043           | 91.0                                  | 11,925           | 74.3                                  | 67.6               | 3,845           | 24.0             |        |
| Chemicals                                 | 22                 | 2,439              | 19                                    | 86.4                                  | 2,412            | 98.9                                  | 2,265            | 93.9                                  | 92.9               | 718             | 29.8             |        |
| Clothing and furnishings                  | 56                 | 8,562              | 45                                    | 80.4                                  | 7,186            | 83.9                                  | 6,247            | 86.9                                  | 73.0               | 1,251           | 17.4             |        |
| Coal                                      | 9                  | 501                | 6                                     | 66.7                                  | 421              | 84.0                                  | 328              | 77.9                                  | 65.5               | 50              | 11.9             |        |
| Drugs and drug sundries                   | 59                 | 9,833              | 28                                    | 71.8                                  | 9,647            | 98.1                                  | 6,621            | 68.6                                  | 67.3               | 1,524           | 15.8             |        |
| Dry Goods                                 | 27                 | 10,612             | 21                                    | 77.8                                  | 10,526           | 99.2                                  | 9,537            | 91.6                                  | 90.8               | 1,533           | 14.6             |        |
| Electrical goods                          | 71                 | 9,017              | 64                                    | 90.1                                  | 8,783            | 97.4                                  | 7,061            | 80.4                                  | 78.3               | 1,882           | 21.4             |        |
| Farm products—raw materials               | 136                | 223,960            | 36                                    | 26.5                                  | 50,265           | 22.4                                  | 15,651           | 31.1                                  | 7.0                | 4,496           | 8.9              |        |
| Farm products—consumer goods              | 396                | 44,394             | 215                                   | 54.5                                  | 32,706           | 73.7                                  | 18,804           | 57.5                                  | 42.4               | 6,043           | 18.5             |        |
| Farm supplies                             | 78                 | 8,140              | 53                                    | 68.8                                  | 4,770            | 58.6                                  | 2,648            | 55.5                                  | 32.5               | 700             | 14.7             |        |
| Furniture and house furnishings           | 35                 | 2,668              | 23                                    | 65.7                                  | 2,253            | 84.4                                  | 2,049            | 90.9                                  | 76.8               | 479             | 21.3             |        |
| General merchandise                       | 4                  | 7,980              | 4                                     | 100.0                                 | 7,980            | 100.0                                 | 7,539            | 94.5                                  | 94.5               | 1,373           | 17.2             |        |
| Groceries and foods                       | 870                | 140,970            | 552                                   | 63.4                                  | 114,766          | 81.6                                  | 85,860           | 74.8                                  | 61.1               | 12,448          | 13.8             |        |
| Hardware                                  | 80                 | 18,237             | 47                                    | 58.0                                  | 17,895           | 98.2                                  | 16,145           | 90.4                                  | 88.5               | 3,303           | 18.5             |        |
| Jewelry and optical goods                 | 21                 | 956                | 16                                    | 76.2                                  | 868              | 90.6                                  | 796              | 91.7                                  | 83.1               | 323             | 37.2             |        |
| Lumber and building materials             | 89                 | 9,422              | 80                                    | 89.9                                  | 8,997            | 92.3                                  | 7,584            | 87.2                                  | 80.5               | 2,077           | 23.9             |        |
| Machinery, equipment and supplies         | 393                | 51,038             | 341                                   | 86.8                                  | 44,968           | 88.1                                  | 41,664           | 92.7                                  | 81.6               | 7,394           | 16.4             |        |
| Metals (except scrap)                     | 14                 | 1,504              | 9                                     | 64.3                                  | 1,240            | 82.4                                  | 1,197            | 96.5                                  | 79.5               | 222             | 17.9             |        |
| Paper and its products                    | 42                 | 6,729              | 38                                    | 90.5                                  | 6,015            | 89.4                                  | 5,353            | 89.0                                  | 79.5               | 1,550           | 25.8             |        |
| Petroleum and its products                | 152                | 17,266             | 79                                    | 52.0                                  | 15,097           | 87.4                                  | 11,437           | 75.8                                  | 66.2               | 1,934           | 12.8             |        |
| Plumbing and heating equipment            | 28                 | 1,609              | 23                                    | 82.1                                  | 1,413            | 87.8                                  | 1,188            | 84.1                                  | 73.8               | 341             | 24.1             |        |
| Tobacco and its products (except leaf)    | 61                 | 13,432             | 40                                    | 65.6                                  | 9,841            | 73.3                                  | 5,811            | 59.0                                  | 43.3               | 498             | 5.1              |        |
| Waste materials                           | 93                 | 2,044              | 22                                    | 23.7                                  | 1,444            | 70.6                                  | 639              | 46.4                                  | 34.2               | 247             | 17.1             |        |
| All other products                        | 266                | 13,511             | 126                                   | 49.2                                  | 7,682            | 56.9                                  | 4,750            | 61.8                                  | 35.2               | 2,177           | 28.3             |        |
| <b>ALL OTHER TYPES</b>                    | <b>4,304</b>       | <b>473,737</b>     | <b>2,904</b>                          | <b>67.5</b>                           | <b>243,491</b>   | <b>51.4</b>                           | <b>172,706</b>   | <b>70.9</b>                           | <b>36.5</b>        | <b>39,564</b>   | <b>16.2</b>      |        |
| Amusement and sporting goods              | 14                 | (X)                | 6                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)                                   | (X)                | (X)             | (X)              |        |
| Automotive products                       | 50                 | 12,838             | 42                                    | 84.0                                  | 11,680           | 91.0                                  | 10,459           | 89.5                                  | 81.5               | 1,719           | 14.7             |        |
| Chemicals                                 | 34                 | 3,808              | 27                                    | 79.4                                  | 3,040            | 79.8                                  | 2,597            | 85.4                                  | 53.2               | 721             | 23.7             |        |
| Clothing and furnishings                  | 9                  | 1,055              | 5                                     | 55.5                                  | 886              | 84.0                                  | 822              | 96.2                                  | 80.8               | 143             | 16.1             |        |
| Coal                                      | 3                  | 613                | 3                                     | 100.0                                 | 613              | 100.0                                 | 600              | 97.9                                  | 97.9               | 3               | 0.3              |        |
| Drugs and drug sundries                   | 17                 | 2,899              | 10                                    | 56.8                                  | 2,840            | 98.0                                  | 2,824            | 99.4                                  | 97.4               | 470             | 16.5             |        |
| Dry goods                                 | 17                 | 1,873              | 9                                     | 52.9                                  | 1,165            | 62.2                                  | 1,147            | 98.5                                  | 61.2               | 57              | 4.9              |        |
| Electrical goods                          | 27                 | 5,838              | 20                                    | 74.1                                  | 5,652            | 96.8                                  | 5,545            | 98.1                                  | 95.0               | 827             | 14.6             |        |
| Farm products—raw materials               | 696                | 128,407            | 84                                    | 12.1                                  | 13,939           | 10.9                                  | 4,112            | 29.5                                  | 5.2                | 894             | 6.1              |        |
| Farm products—consumer goods              | 461                | 31,702             | 87                                    | 19.3                                  | 9,936            | 31.3                                  | 7,114            | 71.6                                  | 22.4               | 1,259           | 12.6             |        |
| Farm supplies                             | 11                 | 1,042              | 3                                     | 27.3                                  | 60               | 5.8                                   | 10               | 16.7                                  | 1.0                | 20              | 33.3             |        |
| Furniture and house furnishings           | 20                 | 2,776              | 15                                    | 75.0                                  | 2,529            | 91.1                                  | 2,490            | 98.5                                  | 89.7               | 366             | 14.5             |        |
| General merchandise                       | 9                  | (X)                | 4                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)                                   | (X)                | (X)             | (X)              |        |
| Groceries and foods                       | 253                | 115,115            | 156                                   | 61.7                                  | 70,982           | 61.7                                  | 58,438           | 88.3                                  | 50.8               | 6,440           | 9.1              |        |
| Hardware                                  | 1                  | (X)                | -                                     | -                                     | -                | -                                     | -                | -                                     | -                  | -               | -                |        |
| Jewelry and optical goods                 | 16                 | (X)                | 14                                    | (X)                                   | (X)              | (X)                                   | (X)              | (X)                                   | (X)                | (X)             | (X)              |        |
| Lumber and building materials             | 48                 | 5,087              | 36                                    | 75.0                                  | 3,863            | 75.9                                  | 3,742            | 96.9                                  | 73.6               | 728             | 18.8             |        |
| Machinery, equipment and supplies         | 269                | 25,627             | 237                                   | 88.1                                  | 24,205           | 94.5                                  | 22,902           | 94.5                                  | 89.4               | 5,074           | 21.0             |        |
| Metals (except scrap)                     | 42                 | 8,405              | 30                                    | 71.4                                  | 4,102            | 48.6                                  | 4,062            | 95.0                                  | 46.3               | 366             | 9.4              |        |
| Flour and its products                    | 18                 | (X)                | 13                                    | (X)                                   | (X)              | (X)                                   | (X)              | (X)                                   | (X)                | (X)             | (X)              |        |
| Petroleum and its products                | 2,203              | 84,495             | 2,046                                 | 92.9                                  | 84,386           | 76.2                                  | 24,377           | 37.9                                  | 28.9               | 17,515          | 27.2             |        |
| Plumbing and heating equipment            | 33                 | 2,952              | 27                                    | 81.8                                  | 2,811            | 95.2                                  | 2,552            | 90.8                                  | 86.4               | 613             | 21.6             |        |
| Tobacco and its products                  | 11                 | (X)                | 2                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)                                   | (X)                | (X)             | (X)              |        |
| All other products                        | 52                 | 13,579             | 28                                    | 53.8                                  | 5,439            | 40.1                                  | 4,677            | 86.0                                  | 34.4               | 896             | 16.5             |        |

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WHOLESALE DISTRIBUTION: 1933

Table 5.—STATE OF TEXAS DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |                    |                  |                          | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |                  |                                       |                 |                  |                               |                                     |                           |                                  |
|---|--------------------|--------------------|------------------|--------------------------|--|------------------|---------------------------------------|-----------------|------------------|-------------------------------|-------------------------------------|---------------------------|----------------------------------|
|   | Number             | Net sales          | Total expenses   | Number of establishments | Percent of total for kind of business          | Net sales        | Percent of total for kind of business | Total expenses  |                  | Sales to retailers for resale | Sales to home consumers (at retail) | Sales to industrial users | Sales to wholesale organizations |
|   |                    |                    |                  |                          |  |                  |                                       | Amount          | Percent of sales |                               |                                     |                           |                                  |
| <b>Total for State</b>                    | <b>7,525</b>       | <b>\$1,097,400</b> | <b>\$121,988</b> | <b>5,884</b>             | <b>78.2</b>                                    | <b>\$787,674</b> | <b>71.6</b>                           | <b>\$99,125</b> | <b>12.6</b>      | <b>\$422,513</b>              | <b>\$16,549</b>                     | <b>\$192,492</b>          | <b>\$156,120</b>                 |
| <b>WHOLESALE'S PROPER</b>                 |                    |                    |                  |                          |  |                  |                                       |                 |                  |                               |                                     |                           |                                  |
| <b>Total</b>                              | <b>3,221</b>       | <b>623,663</b>     | <b>69,676</b>    | <b>2,939</b>             | <b>91.2</b>                                    | <b>465,749</b>   | <b>74.7</b>                           | <b>63,366</b>   | <b>13.6</b>      | <b>281,114</b>                | <b>9,763</b>                        | <b>121,623</b>            | <b>53,249</b>                    |
| Amusement & sporting goods                | 28                 | 1,606              | 400              | 24                       | 65.7   | 1,315            | 81.9                                  | 284             | 21.6             | 542                           | 108                                 | 713                       | 152                              |
| Automotive products                       | 251                | 17,631             | 4,065            | 245                      | 97.6   | 16,754           | 95.1                                  | 3,799           | 22.7             | 14,143                        | 1,293                               | 1,154                     | 174                              |
| Chemicals                                 | 22                 | 2,439              | 727              | 21                       | 95.5   | 2,397            | 98.3                                  | 708             | 29.5             | 774                           | 261                                 | 1,187                     | 176                              |
| Clothing and furnishings                  | 56                 | 8,562              | 1,463            | 56                       | 100.0  | 8,562            | 100.0                                 | 1,463           | 17.1             | 8,218                         | 276                                 | 65                        | 5                                |
| Coal                                      | 9                  | 501                | 65               | 6                        | 66.7   | 155              | 30.9                                  | 25              | 16.1             | 62                            | 13                                  | 78                        | 2                                |
| Drugs and drug sundries                   | 39                 | 9,833              | 1,608            | 37                       | 94.3   | 9,740            | 99.4                                  | 1,608           | 16.4             | 9,614                         | 97                                  | 5                         | 24                               |
| Dry goods                                 | 27                 | 10,612             | 1,552            | 27                       | 100.0  | 10,612           | 100.0                                 | 1,552           | 14.6             | 10,209                        | 104                                 | 240                       | 59                               |
| Electrical goods                          | 71                 | 9,017              | 1,947            | 70                       | 98.6   | 8,327            | 92.0                                  | 1,914           | 21.4             | 5,765                         | 334                                 | 2,770                     | 58                               |
| Farm products—raw materials               | 136                | 223,960            | 8,994            | 70                       | 51.5   | 92,800           | 41.4                                  | 6,475           | 7.0              | 776                           | 546                                 | 60,350                    | 31,136                           |
| Farm products—consumer goods              | 396                | 64,394             | 8,455            | 348                      | 87.1   | 42,051           | 64.7                                  | 8,050           | 12.5             | 36,999                        | 2,185                               | 1,107                     | 1,952                            |
| Farm supplies                             | 79                 | 8,140              | 323              | 59                       | 76.6   | 5,335            | 71.7                                  | 739             | 14.8             | 4,609                         | 703                                 | 916                       | 607                              |
| Furniture & house furnishings             | 35                 | 2,668              | 595              | 35                       | 100.0  | 2,668            | 100.0                                 | 595             | 22.3             | 2,416                         | 150                                 | 99                        | 3                                |
| General merchandise                       | 4                  | 7,980              | 1,373            | 4                        | 100.0  | 7,980            | 100.0                                 | 1,373           | 17.2             | 7,693                         | 154                                 | —                         | 133                              |
| Groceries and foods                       | 870                | 140,570            | 15,036           | 858                      | 98.6   | 137,245          | 97.6                                  | 14,821          | 10.8             | 127,256                       | 1,071                               | 2,541                     | 6,377                            |
| Hardware                                  | 50                 | 18,237             | 3,388            | 49                       | 98.0   | 18,005           | 98.7                                  | 3,333           | 18.5             | 13,510                        | 744                                 | 3,609                     | 142                              |
| Jewelry and optical goods                 | 21                 | 958                | 246              | 20                       | 95.2   | 898              | 93.8                                  | 232             | 25.8             | 645                           | —                                   | —                         | —                                |
| Leather & building materials              | 39                 | 9,422              | 2,140            | 37                       | 96.5   | 7,876            | 85.6                                  | 1,714           | 21.8             | 5,632                         | 336                                 | 1,580                     | 328                              |
| Machinery, eq't. & supplies               | 335                | 51,038             | 7,944            | 364                      | 92.6   | 45,379           | 88.9                                  | 7,420           | 16.4             | 3,870                         | 146                                 | 31,451                    | 10,132                           |
| Metals (except scrap)                     | 14                 | 1,504              | 255              | 9                        | 64.3   | 1,452            | 96.5                                  | 229             | 15.7             | 948                           | 2                                   | 487                       | 15                               |
| Paper and its products                    | 42                 | 6,729              | 1,689            | 31                       | 73.8   | 3,755            | 55.8                                  | 1,028           | 27.4             | 2,593                         | 29                                  | 1,101                     | 32                               |
| Petroleum and its products                | 152                | 17,266             | 2,209            | 120                      | 78.9   | 12,600           | 73.0                                  | 1,644           | 13.0             | 6,031                         | 450                                 | 4,647                     | 1,472                            |
| Printing & heating eq't.                  | 28                 | 1,609              | 395              | 27                       | 95.4   | 1,599            | 99.4                                  | 330             | 20.8             | 1,323                         | 49                                  | 134                       | 43                               |
| Tobacco & its products                    | 61                 | 13,432             | 620              | 60                       | 98.4   | 12,428           | 92.5                                  | 585             | 4.7              | 12,337                        | 59                                  | —                         | 22                               |
| Waste materials                           | 93                 | 2,044              | 405              | 74                       | 79.6   | 1,623            | 79.4                                  | 270             | 16.6             | 337                           | 108                                 | 1,010                     | 168                              |
| All other products                        | 256                | 15,511             | 3,092            | 251                      | 98.0   | 13,104           | 97.0                                  | 2,981           | 22.7             | 6,424                         | 537                                 | 6,104                     | 39                               |
| <b>ALL OTHER TYPES</b>                    |                    |                    |                  |                          |  |                  |                                       |                 |                  |                               |                                     |                           |                                  |
| <b>Total</b>                              | <b>4,304</b>       | <b>475,737</b>     | <b>52,306</b>    | <b>2,945</b>             | <b>68.4</b>                                    | <b>321,925</b>   | <b>68.0</b>                           | <b>35,759</b>   | <b>11.1</b>      | <b>141,399</b>                | <b>6,786</b>                        | <b>70,869</b>             | <b>102,871</b>                   |
| Amusement & sporting goods                | 14                 | (X)                | (X)              | (X)                      | (X)  | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Automotive products                       | 50                 | 12,838             | 1,762            | 37                       | 74.0   | 8,177            | 63.7                                  | 1,307           | 16.0             | 6,976                         | 365                                 | 731                       | 147                              |
| Chemicals                                 | 34                 | 5,808              | 950              | 31                       | 91.2   | 5,696            | 96.8                                  | 920             | 22.2             | 1,743                         | 246                                 | 2,060                     | 105                              |
| Clothing and furnishings                  | 9                  | 1,055              | 185              | 9                        | 100.0  | 1,055            | 100.0                                 | 185             | 17.5             | 1,025                         | —                                   | —                         | 30                               |
| Coal                                      | 3                  | 613                | 52               | 2                        | 66.7   | 255              | 41.6                                  | 22              | 8.6              | 135                           | —                                   | 120                       | —                                |
| Drugs and drug sundries                   | 17                 | 2,899              | 490              | 16                       | 94.1   | 2,886            | 99.6                                  | 468             | 16.9             | 2,171                         | 61                                  | 213                       | 441                              |
| Dry goods                                 | 17                 | 1,873              | 126              | 15                       | 88.2   | 1,657            | 91.1                                  | 122             | 6.6              | 798                           | —                                   | 733                       | 326                              |
| Electrical goods                          | 27                 | 5,838              | 867              | 22                       | 81.5   | 5,560            | 95.2                                  | 805             | 14.5             | 1,396                         | 51                                  | 3,095                     | 1,038                            |
| Farm products—raw materials               | 696                | 128,407            | 3,942            | 558                      | 81.4   | 89,561           | 69.2                                  | 1,766           | 3.0              | 2,999                         | 510                                 | 25,566                    | 10,286                           |
| Farm products—consumer goods              | 453                | 31,782             | 3,943            | 373                      | 82.7   | 24,423           | 76.8                                  | 3,250           | 13.5             | 10,568                        | 529                                 | 3,450                     | 30,866                           |
| Farm supplies                             | 11                 | 1,042              | 66               | 7                        | 63.6   | 701              | 67.3                                  | 42              | 6.0              | 203                           | 10                                  | 56                        | 332                              |
| Furniture & house furnishings             | 20                 | 2,776              | 383              | 19                       | 95.0   | 2,568            | 92.5                                  | 371             | 14.4             | 1,275                         | —                                   | 62                        | 1,231                            |
| General merchandise                       | 9                  | (X)                | (X)              | —                        | —  | —                | —                                     | —               | —                | —                             | —                                   | —                         | —                                |
| Groceries and foods                       | 253                | 115,115            | 7,989            | 225                      | 88.9   | 106,542          | 92.6                                  | 7,530           | 7.1              | 61,682                        | 313                                 | 3,146                     | 41,401                           |
| Hardware                                  | 1                  | (X)                | (X)              | (X)                      | (X)  | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Jewelry and optical goods                 | 16                 | (X)                | (X)              | (X)                      | (X)  | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Leather & building materials              | 48                 | 9,087              | 814              | 40                       | 83.3   | 4,527            | 89.0                                  | 740             | 16.3             | 3,530                         | 136                                 | 755                       | 108                              |
| Machinery, eq't. & supplies               | 269                | 25,627             | 5,339            | 239                      | 88.8   | 20,940           | 81.7                                  | 4,159           | 19.9             | 3,998                         | 494                                 | 15,352                    | 1,090                            |
| Metals (except scrap)                     | 42                 | 8,405              | 673              | 23                       | 54.8   | 2,455            | 29.2                                  | 268             | 10.9             | 1,009                         | 155                                 | 1,254                     | 59                               |
| Paper and its products                    | 18                 | (X)                | (X)              | (X)                      | (X)  | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Petroleum and its products                | 2,805              | 84,495             | 20,387           | 1,611                    | 64.0   | 45,187           | 53.5                                  | 10,896          | 24.1             | 36,229                        | 3,737                               | 2,208                     | 6,013                            |
| Printing & heating eq't.                  | 33                 | 2,982              | 630              | 29                       | 87.9   | 2,450            | 82.3                                  | 537             | 22.1             | 1,911                         | 40                                  | 495                       | 84                               |
| Tobacco & its products                    | 11                 | (X)                | (X)              | (X)                      | (X)  | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| All other products                        | 52                 | 13,577             | 1,195            | 46                       | 88.5   | 12,716           | 93.6                                  | 1,020           | 8.0              | 2,068                         | 161                                 | 10,276                    | 251                              |

WHOLESALE DISTRIBUTION: 1933

Table 6.—STATE OF TEXAS MONTHLY EMPLOYMENT, BY KIND OF BUSINESS For States and Cities of 500,000 Population and Over

| STATE AND CITY Kind of Business                  | Pro- pri- etors and firm mem- bers | NUMBERS AND PROPORTION OF MEN AND WOMEN EMPLOYED |                    | Employ- ment | Average number of em- ployees | NUMBER OF EMPLOYEES—By Months |                    |           |            |        |        |        |        |        |        |               |           | De- cember |            |
|--|------------------------------------|--|--------------------|--------------|-------------------------------|-------------------------------|--------------------|-----------|------------|--------|--------|--------|--------|--------|--------|---------------|-----------|------------|------------|
|  |                                    | Men  |                    |              |                               | Women                         |                    | Jan- uary | Feb- ruary | March  | April  | May    | June   | July   | August | Sep- tem- ber | Octo- ber |            | No- vember |
|  |                                    | Esti- mated average                              | Per- cent of total |              |                               | Esti- mated average           | Per- cent of total |           |            |        |        |        |        |        |        |               |           |            |            |
| Total  | 3,534                              | 39,567   | 6,109              | 13.7         | 39,838                        | 36,899                        | 37,044             | 36,991    | 37,276     | 37,635 | 37,731 | 38,044 | 39,494 | 41,803 | 43,258 | 43,304        | 43,612    |            |            |
| Amusement and sporting goods                     | 19                                 | 247  | 184                | 62.8         | 418                           | 415                           | 400                | 395       | 402        | 405    | 408    | 413    | 407    | 428    | 443    | 446           | 447       |            |            |
| Automotive products                              | 248                                | 1,922  | 230                | 10.7         | 2,073                         | 1,974                         | 1,968              | 1,948     | 1,941      | 1,941  | 1,941  | 1,941  | 1,941  | 1,941  | 1,941  | 1,941         | 1,941     |            |            |
| Chemicals  | 17                                 | 370  | 43                 | 10.3         | 407                           | 392                           | 382                | 382       | 392        | 392    | 392    | 392    | 392    | 392    | 392    | 392           | 392       |            |            |
| Clothing and furnishings                         | 50                                 | 325  | 283                | 44.7         | 463                           | 469                           | 458                | 459       | 453        | 458    | 463    | 463    | 463    | 463    | 463    | 463           | 463       |            |            |
| Coal   | 10                                 | 34   | 5                  | 11.9         | 39                            | 30                            | 33                 | 33        | 33         | 33     | 33     | 33     | 33     | 33     | 33     | 33            | 33        |            |            |
| Drugs and drug sundries                          | 39                                 | 524  | 128                | 19.3         | 654                           | 630                           | 627                | 645       | 642        | 628    | 651    | 626    | 637    | 658    | 632    | 633           | 632       |            |            |
| Dry goods  | 24                                 | 482  | 94                 | 16.0         | 577                           | 530                           | 527                | 512       | 512        | 512    | 512    | 512    | 512    | 512    | 512    | 512           | 512       |            |            |
| Electrical goods                                 | 48                                 | 759  | 156                | 17.0         | 897                           | 822                           | 825                | 836       | 837        | 831    | 843    | 860    | 880    | 919    | 920    | 901           | 913       |            |            |
| Farm products—raw materials                      | 699                                | 2,470  | 135                | 5.2          | 2,110                         | 202                           | 171                | 163       | 157        | 155    | 147    | 141    | 131    | 121    | 110    | 101           | 92        |            |            |
| Farm products—consumer goods                     | 749                                | 5,591  | 1,236              | 19.1         | 4,803                         | 4,855                         | 4,692              | 4,742     | 4,685      | 4,456  | 4,422  | 4,459  | 4,619  | 4,706  | 4,702  | 4,530         | 4,559     |            |            |
| Farm supplies                                    | 60                                 | 471  | 32                 | 6.4          | 503                           | 482                           | 480                | 485       | 485        | 485    | 485    | 485    | 485    | 485    | 485    | 485           | 485       |            |            |
| Furniture and house furnishings                  | 38                                 | 232  | 87                 | 23.0         | 340                           | 315                           | 313                | 303       | 316        | 318    | 334    | 337    | 353    | 376    | 356    | 376           | 376       |            |            |
| General merchandise                              | 14                                 | 376  | 122                | 24.5         | 483                           | 432                           | 432                | 412       | 412        | 412    | 407    | 435    | 453    | 491    | 441    | 451           | 451       |            |            |
| Groceries and foods (other than meat)            | 777                                | 6,173  | 1,454              | 15.1         | 4,999                         | 4,907                         | 4,897              | 4,908     | 4,856      | 4,656  | 4,656  | 4,656  | 4,656  | 4,656  | 4,656  | 4,656         | 4,656     |            |            |
| Hardware   | 17                                 | 1,153  | 168                | 12.7         | 1,321                         | 1,277                         | 1,276              | 1,260     | 1,260      | 1,260  | 1,260  | 1,260  | 1,260  | 1,260  | 1,260  | 1,260         | 1,260     |            |            |
| Jewelry and optical goods                        | 17                                 | 187  | 51                 | 27.4         | 237                           | 205                           | 199                | 199       | 199        | 199    | 199    | 199    | 199    | 199    | 199    | 199           | 199       |            |            |
| Lumber and building materials (other than metal) | 70                                 | 1,294  | 86                 | 6.3          | 1,110                         | 962                           | 968                | 966       | 1,017      | 1,042  | 1,100  | 1,100  | 1,164  | 1,229  | 1,141  | 1,226         | 1,119     |            |            |
| Machinery, equipment and supplies (except scrap) | 282                                | 4,151  | 412                | 9.0          | 4,070                         | 3,927                         | 3,922              | 3,927     | 3,945      | 3,945  | 3,945  | 3,945  | 3,945  | 3,945  | 3,945  | 3,945         | 3,945     |            |            |
| Metal (except scrap)                             | 17                                 | 242  | 46                 | 16.4         | 298                           | 281                           | 278                | 278       | 278        | 278    | 278    | 278    | 278    | 278    | 278    | 278           | 278       |            |            |
| Paper and its products                           | 20                                 | 513  | 122                | 19.2         | 618                           | 605                           | 601                | 602       | 601        | 602    | 602    | 602    | 602    | 602    | 602    | 602           | 602       |            |            |
| Petroleum and its products                       | 337                                | 6,309  | 956                | 5.6          | 6,445                         | 6,200                         | 6,258              | 6,253     | 6,253      | 6,253  | 6,253  | 6,253  | 6,253  | 6,253  | 6,253  | 6,253         | 6,253     |            |            |
| Printing and heating equipment and supplies      | 27                                 | 372  | 57                 | 13.4         | 429                           | 382                           | 379                | 374       | 374        | 374    | 374    | 374    | 374    | 374    | 374    | 374           | 374       |            |            |
| Tobacco and its products (except leaf)           | 62                                 | 372  | 30                 | 8.5          | 402                           | 379                           | 377                | 374       | 366        | 366    | 366    | 366    | 366    | 366    | 366    | 366           | 366       |            |            |
| Waste materials                                  | 99                                 | 263  | 28                 | 9.4          | 291                           | 285                           | 285                | 285       | 285        | 285    | 285    | 285    | 285    | 285    | 285    | 285           | 285       |            |            |
| All other products                               | 204                                | 1,456  | 547                | 29.4         | 1,680                         | 1,595                         | 1,625              | 1,587     | 1,659      | 1,762  | 1,760  | 1,854  | 1,970  | 2,144  | 2,228  | 2,228         | 2,147     |            |            |



**U. S. DEPARTMENT OF COMMERCE**

Daniel C. Roper, Secretary

**BUREAU OF THE CENSUS**

William L. Austin, Director

**CENSUS OF AMERICAN BUSINESS: 1933**

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**WHOLESALE DISTRIBUTION**

**VOLUME VII**

**MOUNTAIN AND PACIFIC STATES**



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This is one of a series of volumes presenting the findings of the 1933 Census of American Business. The statistics were collected in 1934 by a field canvass of wholesale establishments in every State, city, and county in the United States, with funds provided by the Federal Civil Works Administration. They cover the operations of wholesale establishments during the year 1933.

The volumes were prepared under the supervision of Fred A. Gosnell, Chief Statistician for the Census of American Business, by Theodore N. Beckman, in Charge of Wholesale Distribution, assisted by John Albright, Administrative Assistant.





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| Colorado.....   | 34         | 35          | 38          | 45         | 46         | 47         | 48         | 49         |
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## WHOLESALE DISTRIBUTION: 1933

In this report are presented statistics on wholesale trade for the year 1933. Data are shown both by type of establishment and by kind of business so as to set forth the essential characteristics of the wholesale business of the area covered by this volume. For a description of the Wholesale Census, for definitions, explanations of terms, classifications, and United States Summary tables, and for an analysis of wholesale trade, see Volume I.

For census purposes a wholesale establishment is a place of business, the primary function of which is to sell or distribute goods on a wholesale basis. It may be in the form of a store, a wholesale warehouse, a sales or brokerage office, or part of an office as when the office is shared with other similar organizations. Sales at wholesale may be made to retailers, to institutions, to industrial consumers or to other wholesale organizations. No merchandising establishment has been classified as "wholesale" unless fifty percent or more of its sales were made in a wholesale manner or on a wholesale basis.

The Wholesale Census was taken on the basis of establishments rather than companies or firms in order to facilitate the canvass and to make it possible to present data by geographic areas. A separate report was required for each establishment regardless of whether or not it was owned or operated as a part of a large business organization. Wholesale peddlers and others who sell goods at wholesale but who maintain no regularly established places of business were not included in this census.

WHOLESALE TRADE, BY TYPE OF ORGANIZATION.--In presenting the data for the States and for the United States as a whole, wholesale establishments have been divided into six groups, some of which have been further subdivided, according to the type of establishment or the nature of the functions performed.

The first of the six functional type groups for which data are shown is called "wholesalers proper" and consists of more or less regular wholesalers in domestic and foreign trade who take title to the goods they buy and sell and are largely independent in ownership. The second division comprises "manufacturers' sales branches," consisting of wholesale outlets owned by manufacturers largely for the disposal of their own

goods. The third type, "bulk tank stations," consists of establishments performing wholesale functions in the distribution of gasoline, oil and other petroleum products. While primarily distributing their products to retail stations, they also sell goods at wholesale to tank wagons and to industrial users. The fourth type, "chain store warehouses," are distribution stations maintained by retail chains to supply their stores with merchandise. They carry on wholesale operations in addition to warehousing in that they break bulk, deliver and bill merchandise, and in some cases exercise supervision over a chain of stores. Wholesale commissaries, prepared-food depots which serve their own restaurants, and distribution centers for bakery chains are also included in this group.

The fifth division is called "assemblers and country buyers." Their principal operation is the purchase and assembly of farm products such as grain, cotton, tobacco and other forms of farm produce. This group also includes cooperative marketing associations; packers and shippers; cream stations; and independent, line, and cooperative elevators as differentiated from terminal elevators. The sixth and last group is called "agents and brokers," and includes auction companies, brokers, commission merchants, export and import agents, manufacturers' agents, selling agents, resident buyers, etc.

For each of the six type groups of wholesale establishments and for some of the subdivisions thereof data are shown in Table 1 on the number of establishments, both for 1933 and 1929; net sales, for 1933 and 1929; total expenses, expressed both in amounts and as a percent of net sales; the average number of full-time employees, pay roll for all employees and for part-time employees; and stocks on hand at the end of the year. This information is presented for each of the States and for each of the cities of 100,000 population and over.

WHOLESALE TRADE, BY KIND OF BUSINESS.—In addition to being classified according to functional type, each establishment was also classified by kind of business, on the basis of the chief line or lines of merchandise in which it dealt. Following this basis of classification, wholesale establishments were divided into twenty-five major kind-of-business groups, which were further subdivided into 166 detailed kind of business classifications according to the degree of merchandise specialization. A complete explanation of this method of classification is given in Volume I.

Important as it is to have information for each kind of business or line of trade in detail, it is even more significant to have such data presented separately for each type of wholesaling organization. In that manner the accomplishments of a wholesaler in a given line of business may be compared with the accomplishments of all wholesalers operating therein, while the achievements of a manufacturer's sales branch can be

compared with those of manufacturers' sales branches in the same line of trade. Such comparisons are of special interest to individual business enterprises and to the student of marketing.

Basic statistics on wholesale trade for types of establishments by kind of business are shown in two tables. Table 2A presents for each State and for a limited number of selected cities, the number of wholesale establishments by kind of business, in detail, for each of nineteen functional types of wholesale organizations. This table may be regarded as a supplement to Table 2B which shows for each of the States and for cities of 5,000 population and over, the number of establishments; net sales; total expenses, expressed in amounts and as a percent of net sales; the average number of full-time employees; pay roll, total and part-time; and stocks on hand. This information is shown for as many kinds of business, under each type, as possible without disclosing data for individual establishments. More complete information on the number of establishments by type and kind of business in detail is to be found in table 2A, described above.

SOURCES OF RECEIPTS.—In addition to dealing in merchandise, many wholesale establishments derive a certain amount of income from the sale of services and from other sources. Table 3 has been devised in order to measure quantitatively the volume of business secured through the sale of goods and that obtained from other sources. This table is presented for States only, by kind-of-business groups, and shows the number of establishments in a given group; total net sales, a term used throughout as interchangeable with receipts; total expenses, expressed in amounts and as a percent of sales; and receipts. The last item is broken down according to sources into sales of merchandise; receipts from parking, storage, cleaning, etc.; receipts from space rental; and receipts from other sources.

CREDIT BUSINESS OF WHOLESALE ESTABLISHMENTS.—The extent to which wholesale establishments engaged in selling on a credit basis is shown in Table 4. This information is presented for States only, by kind-of-business groups, separately for wholesalers proper and for all other types combined. It indicates the degree to which wholesale establishments perform the functions of financing business by extending credit to retailers, industrial consumers, and to other wholesale organizations to which they sell. Since some of the wholesale establishments did not operate on a credit basis and others failed to report on this item, data related to credit sales are presented in Table 4 only for those establishments for which the credit information was available. It shows the number of establishments reporting credit and the percent which that number constituted of the total for the kind of business under consideration. The same procedure is followed in connection with net sales.

In the following columns credit sales are given in amounts and as a percent of sales of establishments reporting credit sales and as a percent of sales of all establishments in a given group. The table also shows total expenses incurred by establishments operating on a credit basis. These expenses are given in amounts and as a percent of sales so that comparison may be made between the costs of doing business of establishments selling on credit with the costs incurred by those establishments which presumably do not operate on a credit basis, if it can be assumed that all or most of the establishments not reporting credit sales sold for cash.

DISTRIBUTION OF SALES.—A common conception is that wholesalers sell only to retailers and that wholesalers are the only type of organization operating in the wholesale field. That this is far from the truth is indicated by the figures shown in Table 5. The statistics therein are presented for States only, by 25 kinds of business, separately for wholesalers proper and for all other types combined. It shows that wholesale establishments sell to retailers, to industrial consumers, to ultimate or home consumers, and to other wholesale organizations. Naturally, there is considerable variation in the extent to which different types of wholesale establishments make use of these outlets and the degree to which they are used in the different kinds of business.

Here, too, not all of the establishments reported the distribution of their sales, partly because of inadequate records at the time the census was taken. The table shows for each type and kind-of-business group the number, net sales, and total expenses of all establishments, and then presents statistics for those establishments that reported a distribution of sales by outlets. For these establishments it shows the number and the percent which such number constitutes of the total for the group under consideration. Similar treatment is given to the net sales of establishments which reported their sales by type of customers. This is followed by total expenses for such establishments, expressed both in amounts and as a percent of sales. Total sales are then distributed into the following groups: sales to retailers (for resale); sales to home consumers (at retail); sales to industrial users, including institutions; and sales to other wholesale organizations. From these data it should be possible, among other things, to determine the amount of duplication in the total wholesale sales figures, due to the fact that some wholesale establishments sell to other wholesale organizations.

EMPLOYMENT IN WHOLESALE TRADE.—The significance of wholesale trade as a source of employment is indicated in Table 6. In this table the number of proprietors and firm members and the number of paid employees, divided into male and female and into full-time and part-time, are shown for each of the 25 major kind-of-business groups. The estimate by sex is based on the sex distribution reported for the total number of employees as of December 30, 1933; the percent of women shown separately relates to the same date. The table also presents the number of full-time and part-time employees as of the 15th of each month for each kind-of-business group, and a monthly index of employment for wholesale trade as a whole. This information is presented for each of the States and for cities of 500,000 population and over.

Employment is the only item in the wholesale trade statistics which is presented on a monthly basis. It affords indirect indication of the extent of seasonal change in wholesale activity, quite marked in certain lines of trade. A comparison of monthly figures for 1933 with quarterly data for 1929 suggests the extent of non-seasonal improvement in employment conditions in the course of 1933. Part-time employment in wholesale trade, information on which was gathered for the first time for 1933, appears to be much less important in this field than in retail trade; it attains significant proportions in only a few kinds of business.

WHOLESALE TRADE BY SIZE OF BUSINESS UNIT.—Table 7 presents the number of establishments, the annual average number of full-time employees, and the operating expense ratio of wholesale merchants and of manufacturers' sales branches with stocks\*, by size-of-establishment groups, based upon net sales. Establishments have been classified into 7 size groups, as follows:

| Group number | Net sales              |
|--------------|------------------------|
| I.....       | Under \$10,000         |
| II.....      | \$10,000 to \$49,999   |
| III.....     | \$50,000 to \$99,999   |
| IV.....      | \$100,000 to \$199,999 |
| V.....       | \$200,000 to \$499,999 |
| VI.....      | \$500,000 to \$999,999 |
| VII.....     | \$1,000,000 and over   |

\*For definition of wholesale merchants and manufacturers' sales branches with stocks, see Volume I.

This information is given by States for each of the 25 kinds of business. The table permits a comparison by lines of trade of wholesale merchants (including importers) with manufacturers' sales branches with stocks, two types of wholesale operations which, for the most part, compete in the same market, warehouse goods and make deliveries from stocks. Comparison is also possible of small and large-sized establishments in a given trade as to operating costs. It shows to what extent each size group furnishes employment in wholesale trade. It further indicates the differences existing between trade groups and between wholesale merchants and manufacturers' sales branches with stocks as to average size of establishment, as to distribution of establishments by size, and as to operating costs.

A FEW SUGGESTED USES OF THE DATA IN THESE REPORTS.--The statistics presented in these reports on wholesale trade should prove of considerable value to individual business men, public authorities and independent students. The breakdown by type of operation, line of trade, and geographic areas should enable the wholesaler to compare his accomplishments with those of others operating on a similar basis in the same market area. For the manufacturer planning a sales campaign the figures should make possible an allocation of sales quotas and territories to salesmen. The formulation of policies by public authorities should be facilitated by information on the amount and nature of business done in each locality, the employment it furnishes, and the income it distributes. The quantitative description of the marketing wholesale structure and of the changes in it in the course of the memorable years, 1930 - 1933, found in the Census volume, should serve as basic material to the analytical student of American economic life.



## WHOLESALE DISTRIBUTION: 1933

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Table 1.—STATE OF MONTANA SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF<br>ESTABLISH-<br>MENTS |       | NET SALES |         | TOTAL EXPENSES |                     |      | Full-<br>time<br>employees<br>(average) | PAY ROLL |                      |               | Stocks<br>on<br>hand<br>(end<br>of<br>year) |
|---|----------------------------------|-------|-----------|---------|----------------|---------------------|------|---|----------|----------------------|---------------|---|
|   | 1933                             | 1929  | 1933      | 1929    | Amount         | Percent<br>of sales |      |   | Total    |                      | Part-<br>time |   |
|   |                                  |       |           |         |                | 1933                | 1929 |   | Amount   | Per cent<br>of sales |               |   |
|   |                                  |       |           |         |                |                     |      |   |          |                      |               |   |
| <b>THE STATE</b>                        | 1,242                            | 1,249 | 79,441    | 158,845 | 10,172         | 12.9                | 9.1  | 3,312                                   | 4,900    | 5.2                  | 247           | 12,499                                      |
| <b>Wholesalers proper</b>               | 254                              | 268   | 35,630    | 60,564  | 5,721          | 16.1                | 12.7 | 1,760                                   | 2,673    | 7.5                  | 165           | 7,214                                       |
| Wholesale merchants                     | 250                              | 263   | 35,986    | 60,564  | 5,712          | 16.1                | 12.7 | 1,757                                   | 2,672    | 7.5                  | 165           | 7,220                                       |
| Limited function wholesalers            | 4                                | -     | 44        | -       | 9              | 20.5                | -    | 3                                       | 1        | 2.3                  | -             | 4   |
| <b>Manufacturers' sales branches</b>    | 54                               | 55    | 4,830     | 20,431  | 1,075          | 22.3                | 9.6  | 300                                     | 512      | 10.6                 | 14            | 1,427                                       |
| With stocks                             | 51                               | -     | 4,186     | -       | 1,041          | 24.9                | -    | 291                                     | 495      | 11.8                 | 14            | 1,427                                       |
| Without stocks                          | 3                                | -     | 644       | -       | 35             | 4.4                 | -    | 9                                       | 17       | 2.0                  | -             | -   |
| <b>Agents and brokers</b>               | 26                               | 35    | 5,956     | 13,718  | 184            | 3.1                 | 4.4  | 40                                      | 77       | 1.3                  | 2             | 20  |
| Brokers                                 | 11                               | 14    | 3,154     | 7,059   | 99             | 3.1                 | 2.4  | 21                                      | 48       | 1.5                  | -             | 1   |
| Commission merchants                    | 7                                | 8     | 1,459     | 4,323   | 24             | 1.6                 | 3.5  | 4                                       | 6        | 0.4                  | 1             | 4   |
| Manufacturers' agents                   | 7                                | 11    | (X)       | (X)     | (X)            | (X)                 | (X)  | (X)                                     | (X)      | (X)                  | (X)           | (X)   |
| Selling agents                          | 1                                | 1     | (X)       | (X)     | (X)            | (X)                 | (X)  | (X)                                     | (X)      | (X)                  | (X)           | (X)   |
| Other agents                            | -                                | 1     | -         | (X)     | -              | -                   | (X)  | -                                       | -        | -                    | -             | -   |
| <b>All other types</b>                  | 908                              | 891   | 33,025    | 63,812  | 3,191          | 9.7                 | 6.4  | 1,512                                   | 1,638    | 5.0                  | 66            | 3,528                                       |
| Bulk tank stations                      | 431                              | 318   | 11,612    | 11,944  | 1,801          | 16.2                | 14.6 | 713                                     | 970      | 8.4                  | 26            | 1,205                                       |
| Chain store warehouses                  | 3                                | 6     | 5,651     | (X)     | 87             | 1.6                 | (X)  | 23                                      | 48       | 0.8                  | 6             | 124   |
| Assemblers and country buyers           | 43                               | 68    | 1,680     | 5,575   | 221            | 13.2                | 6.0  | 51                                      | 80       | 4.8                  | 13            | 152   |
| Cooperative marketing<br>associations   | 11                               | 23    | 650       | 1,025   | 43             | 6.6                 | 7.5  | 14                                      | 21       | 3.2                  | 2             | 41  |
| Cream stations 1/                       | 4                                | -     | 35        | -       | 2              | 5.7                 | -    | 1                                       | 1        | 2.9                  | -             | -   |
| Elevators 2/                            | 416                              | 475   | 13,397    | 44,775  | 957            | 7.1                 | 4.2  | 410                                     | 518      | 3.9                  | 19            | 2,246                                       |
| Other types                             | -                                | 1     | -         | (X)     | -              | -                   | (X)  | -                                       | -        | -                    | -             | -   |

1/ Cream stations were not included for the most part in 1929 data.

2/ Includes 37 cooperative elevators with net sales amounting to \$2,577,000.00.

## WHOLESALE DISTRIBUTION: 1953

Census of  
American  
Business

TABLE 2A. - STATE OF MONTANA NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS

FOR STATES AND SELECTED CITIES

| Kind of Business                                    | Total        | Wholesale merchants |             |                    | Kind of Business                                      | Total | Wholesale merchants |                                |                    |
|---|--------------|---------------------|-------------|--------------------|---|-------|---------------------|--------------------------------|--------------------|
|   |              | with stocks         | with stocks | All other types 1/ |   |       | with stocks         | Mfg. a.s. branches with stocks | All other types 1/ |
| <b>Total</b>  | <b>1,342</b> | <b>250</b>          | <b>51</b>   | <b>941</b>         |   |       |                     |                                |                    |
| Amusement and sporting goods                        | 4            | 3                   | -           | 1                  | Groceries and foods (except farm products)(continued) |       |                     |                                |                    |
| Moving picture films                                | 1            | -                   | -           | 1                  | Fish and sea foods                                    | 1     | -                   | -                              | -                  |
| Sporting goods (general line)                       | 1            | 1                   | -           | -                  | Meats and meat products                               | 13    | 10                  | 3                              | -                  |
| Toys, novelties, and fireworks                      | 1            | 1                   | -           | -                  | Other food and grocery specialties                    | 52    | 25                  | 19                             | 8                  |
| All other   | 1            | 1                   | -           | -                  | Hardware  | 9     | 9                   | -                              | -                  |
| Automotive products                                 | 23           | 21                  | 1           | 1                  | Hardware (general line)                               | 8     | 8                   | -                              | -                  |
| Automobiles and other motor vehicles                | 1            | 1                   | -           | -                  | Hardware (specialty lines)                            | 1     | 1                   | -                              | -                  |
| Automotive eqp't., accessories and parts            | 18           | 17                  | 1           | -                  | Jewelry and optical goods (optical goods)             | 4     | 3                   | 1                              | -                  |
| Tires and tubes                                     | 4            | 3                   | -           | 1                  | Lumber and building materials (other than metal)      | 9     | 8                   | -                              | 1                  |
| Chemicals (paints and varnishes)                    | 4            | 2                   | 1           | 1                  | Lumber and millwork                                   | 4     | 4                   | -                              | -                  |
| Coal  | 1            | 1                   | -           | -                  | Glass   | 3     | 3                   | -                              | -                  |
|   |              |                     |             |                    | All other   | 2     | 1                   | -                              | 1                  |
| Drugs and drug sundries                             | 4            | 4                   | -           | -                  | Machinery, equipment and supplies (except electrical) | 40    | 20                  | 18                             | 2                  |
| Drugs (general line)                                | 3            | 3                   | -           | -                  | Commercial machinery, eqp't. and supplies             | 5     | 1                   | 3                              | 1                  |
| Drugs (specialty lines)                             | 1            | 1                   | -           | -                  | Construction machinery, eqp't. and supplies           | 5     | 2                   | 3                              | -                  |
| Electrical goods                                    | 8            | 5                   | 2           | 1                  | Farm and dairy machinery and equipment                | 9     | 2                   | 7                              | -                  |
| Electrical appliances, eqp't. and supplies          | 6            | 5                   | 2           | 1                  | Industrial machinery, eqp't. and supplies             | 14    | 9                   | 5                              | -                  |
| Radio and radio equipment                           | 1            | 1                   | -           | -                  | Bottles and bottling equipment                        | 2     | 2                   | -                              | -                  |
| Refrigerators                                       | 1            | 1                   | -           | -                  | Mill and mine supplies (general line)                 | 6     | 4                   | 2                              | -                  |
| Farm-products-raw materials                         | 454          | 8                   | -           | 446                | All other   | 6     | 3                   | 3                              | -                  |
| Grain   | 428          | 5                   | -           | 423                | Professional equipment and supplies                   | 4     | 4                   | -                              | -                  |
| Hides, skins, and furs (raw)                        | 19           | -                   | -           | 19                 | Service equipment and supplies                        | 3     | 2                   | -                              | 1                  |
| Livestock   | 3            | 1                   | -           | 2                  | Barber and beauty parlor                              | 2     | 1                   | -                              | 1                  |
| Wool and mohair                                     | 1            | -                   | -           | 1                  | All other   | 1     | 1                   | -                              | -                  |
| All other   | 3            | 2                   | -           | 1                  |   |       |                     |                                |                    |
| Farm products-consumer goods                        | 72           | 37                  | 2           | 33                 | Metals (except scrap)                                 | 1     | -                   | 1                              | -                  |
| Dairy products (general line)                       | 7            | 7                   | -           | -                  | Paper and its products                                | 2     | 2                   | -                              | -                  |
| Butter  | 3            | -                   | -           | 3                  | Petroleum and its products                            | 432   | 17                  | -                              | 425                |
| Cheese  | 3            | 2                   | -           | 1                  | Plumbing and heating eqp't. and supplies              | 6     | -                   | 2                              | 4                  |
| Milk and cream                                      | 9            | 3                   | -           | 6                  | Pipe, valves and fittings                             | 2     | -                   | 2                              | -                  |
| Poultry and poultry products                        | 7            | 2                   | -           | 5                  | Stoves and ranges                                     | 1     | -                   | 1                              | 1                  |
| Dairy and poultry products                          | 18           | 4                   | 2           | 12                 | All other   | 3     | -                   | -                              | 3                  |
| Fruits and vegetables (fresh)                       | 26           | 19                  | -           | 7                  | Tobacco and its products (except leaf)                | 10    | 9                   | -                              | 1                  |
| Farm supplies                                       | 9            | 6                   | -           | 3                  | Waste materials (junk and scrap)(general line)        | 5     | 5                   | -                              | -                  |
| Feed  | 2            | 2                   | -           | -                  | All other products                                    | 19    | 18                  | -                              | 1                  |
| Seeds   | 7            | 4                   | -           | 3                  | Beer  | 11    | 10                  | -                              | 1                  |
| Furniture and house furnishings (house furnishings) | 1            | -                   | 1           | -                  | Leather   | 2     | 2                   | -                              | -                  |
| General merchandise                                 | 1            | 1                   | -           | -                  | Newspapers and magazines                              | 2     | 2                   | -                              | -                  |
|   |              |                     |             |                    | Wines and spirituous liquors                          | 1     | 1                   | -                              | -                  |
| Groceries and foods (except farm products)          | 104          | 71                  | 22          | 11                 | Miscellaneous kinds of business                       | 3     | 3                   | -                              | -                  |
| Groceries (general line)                            | 29           | 27                  | -           | 2                  |   |       |                     |                                |                    |
| Confectionery and soft drinks                       | 9            | 8                   | -           | 1                  |   |       |                     |                                |                    |

1/ The 941 "All other types" consists of the following:

|  |    |  |     |   |     |
|--|----|--|-----|---|-----|
| Limited function wholesalers                 | 4  | Manufacturers' agents (continued)                                  |     | Assemblers and country buyers (continued) |     |
| Milk and cream                               | 1  | Electrical appliances, equipment and supplies                      | 1   | Wool and mohair                           | 1   |
| Confectionery and soft drinks                | 1  | Other food and grocery specialties                                 | 1   | Butter                                    | 2   |
| Other food and grocery specialties           | 1  | Other lumber and building materials                                | 1   | Poultry and poultry products              | 1   |
| Beer   | 1  | Barber and beauty parlor   | 1   | Dairy and poultry products                | 11  |
| Manufacturers' sales branches-without stocks | 3  | Stoves and ranges  | 1   | Fruits and vegetables (fresh)             | 1   |
| Moving picture films                         | 1  | Other plumbing and heating eqp't.                                  | 1   | Seeds                                     | 1   |
| Commercial machinery, eqp't. & supplies      | 1  | Selling agents (other plumbing and heating equipment and supplies) | 1   | Cooperative marketing associations        | 11  |
| Tobacco and its products (except leaf)       | 1  | heating equipment and supplies                                     | 1   | Grain                                     | 1   |
| Brokers                                      | 5  | Bulk tank stations (petroleum)                                     | 431 | Butter                                    | 1   |
| Fruits and vegetables (fresh)                | 11 | Chain store warehouses   | 3   | Milk and cream                            | 1   |
| Other food and grocery specialties           | 6  | Groceries (general line)   | 2   | Poultry and poultry products              | 4   |
| Commission merchants                         | 7  | Other plumbing and heating eqp't. and supplies                     | 1   | Dairy and poultry products                | 1   |
| Tires and tubes                              | 1  | Assemblers and country buyers                                      | 43  | Fruits and vegetables (fresh)             | 3   |
| Grain  | 3  | Grain  | 4   | Petroleum and its products                | 2   |
| Livestock                                    | 1  | Hides, skins, and furs (raw)                                       | 19  | Elevators                                 | 416 |
| Petroleum and its products                   | 2  | Livestock  | 1   | Grain                                     | 415 |
| Manufacturers' agents                        | 7  |  |     | Other farm products-raw materials         | 1   |
| Paints and varnishes                         | 1  |  |     | Cream stations (milk and cream)           | 4   |

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Table 2B.—STATE OF MONTANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>THE STATE</b>  | 1,242                                 | \$79,441  | \$10,172       | 12.8                        | 3,312                               | \$4,900  | \$247         | \$12,499                           |
| Wholesalers proper  | 254                                   | 35,630    | 5,721          | 16.1                        | 1,760                               | 2,673    | 165           | 7,224                              |
| Manufacturers' sales branches                               | 54                                    | 4,830     | 1,076          | 22.3                        | 300                                 | 512      | 14            | 1,427                              |
| Agents and brokers  | 26                                    | 5,956     | 184            | 3.1                         | 40                                  | 77       | 2             | 20                                 |
| All other types   | 908                                   | 33,025    | 3,191          | 9.7                         | 1,212                               | 1,638    | 66            | 3,828                              |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 3                                     | 33        | 10             | 30.3                        | 7                                   | 5        | -             | 18                                 |
| Automotive products   | 21                                    | 1,583     | 334            | 21.1                        | 114                                 | 188      | 8             | 290                                |
| Automotive equipment, accessories and parts                 | 17                                    | 1,204     | 288            | -                           | 97                                  | 161      | 7             | 268                                |
| All other   | 4                                     | 379       | 46             | -                           | 17                                  | 27       | 1             | 25                                 |
| Drugs and drug sundries                                     | 4                                     | 1,242     | 171            | 13.8                        | 44                                  | 75       | -             | 44                                 |
| Electrical goods  | 5                                     | 800       | 197            | 24.6                        | 61                                  | 96       | -             | 180                                |
| Farm products—raw materials                                 | 8                                     | 823       | 81             | 9.8                         | 19                                  | 45       | 8             | 85                                 |
| Grain   | 5                                     | 736       | 55             | -                           | 13                                  | 27       | 1             | 80                                 |
| All other   | 3                                     | 87        | 26             | -                           | 6                                   | 18       | 7             | 5                                  |
| Farm products—consumer goods                                | 38                                    | 4,545     | 707            | -                           | 222                                 | 340      | 14            | 243                                |
| Dairy products (general line)                               | 7                                     | 542       | 103            | -                           | 37                                  | 38       | 3             | 25                                 |
| Milk and cream  | 4                                     | 12        | 6              | -                           | 2                                   | 1        | -             | -                                  |
| Dairy and poultry products                                  | 4                                     | 442       | 109            | -                           | 34                                  | 56       | 4             | 15                                 |
| Fruits and vegetables (fresh)                               | 19                                    | 3,475     | 467            | -                           | 141                                 | 235      | 5             | 200                                |
| All other   | 4                                     | 74        | 22             | -                           | 8                                   | 10       | 2             | 3                                  |
| Farm supplies   | 6                                     | 499       | 90             | 18.0                        | 31                                  | 45       | 15            | 72                                 |
| Hardware  | 9                                     | 2,149     | 652            | 30.3                        | 129                                 | 270      | 54            | 1,244                              |
| Groceries and foods (except farm products)                  | 73                                    | 17,401    | 2,148          | 12.3                        | 765                                 | 1,089    | 38            | 3,234                              |
| Groceries (general line)                                    | 27                                    | 10,531    | 900            | -                           | 313                                 | 459      | 8             | 1,742                              |
| Confectionery and soft drinks                               | 9                                     | 319       | 112            | -                           | 39                                  | 50       | 8             | 63                                 |
| Meats and meat products                                     | 10                                    | 1,124     | 309            | -                           | 102                                 | 168      | 10            | 129                                |
| Other food and grocery specialties                          | 27                                    | 5,427     | 827            | -                           | 312                                 | 412      | 12            | 1,300                              |
| Jewelry and optical goods                                   | 3                                     | 72        | 25             | 34.7                        | 10                                  | 16       | -             | 11                                 |
| Lumber and building materials (other than metal)            | 8                                     | 626       | 115            | 18.4                        | 53                                  | 74       | 4             | 127                                |
| Lumber and mill work  | 4                                     | 504       | 80             | -                           | 42                                  | 54       | 1             | 78                                 |
| All other   | 4                                     | 122       | 35             | -                           | 11                                  | 20       | 3             | 59                                 |
| Machinery, equipment and supplies (except electrical)       | 20                                    | 1,058     | 259            | 24.5                        | 69                                  | 116      | 13            | 509                                |
| Industrial machinery, equipment and supplies                | 9                                     | 502       | 139            | -                           | 35                                  | 64       | 11            | 315                                |
| Mill and mine supplies (general line)                       | 4                                     | 433       | 107            | -                           | 23                                  | 47       | 9             | 266                                |
| All other   | 5                                     | 69        | 32             | -                           | 12                                  | 17       | 2             | 49                                 |
| Professional equipment and supplies                         | 4                                     | 221       | 50             | -                           | 15                                  | 26       | -             | 45                                 |
| All other   | 7                                     | 335       | 70             | -                           | 19                                  | 26       | 2             | 149                                |
| Petroleum and its products                                  | 17                                    | 1,080     | 185            | 17.1                        | 45                                  | 66       | 4             | 132                                |
| Tobacco and its products (except leaf)                      | 9                                     | 1,978     | 186            | 9.4                         | 59                                  | 75       | 1             | 150                                |
| Waste materials   | 5                                     | 122       | 13             | 10.7                        | 9                                   | 8        | -             | 45                                 |
| All other kinds of business                                 | 25                                    | 1,319     | 548            | 35.8                        | 122                                 | 164      | 6             | 433                                |
| Beer  | 11                                    | 210       | 48             | -                           | 7                                   | 8        | 1             | 13                                 |
| Miscellaneous   | 14                                    | 1,409     | 500            | -                           | 115                                 | 156      | 5             | 420                                |

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Table 2B.—STATE OF MONTANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                             |                                     |          |               |                                    |
| WITH STOCKS   |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 22                                    | \$4,186   | \$1,041        | 24.9                        | 291                                 | \$495    | \$14          | \$1,427                            |
| Machinery, equipment and supplies<br>(except electrical)    | 18                                    | 1,500     | 554            | 36.9                        | 168                                 | 274      | 5             | 1,185                              |
| All other kinds of business                                 | 11                                    | 667       | 140            | 21.0                        | 42                                  | 70       | 2             | 154                                |
| WITHOUT STOCKS  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 5                                     | 644       | 35             | 5.4                         | 9                                   | 17       | -             | -                                  |
| AGENTS AND BROKERS  |                                       |           |                |                             |                                     |          |               |                                    |
| BROKERS   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 11                                    | 3,154     | 99             | 3.1                         | 21                                  | 46       | -             | 1                                  |
| Groceries and foods (except farm products)                  | 5                                     | 979       | 28             | 2.9                         | 6                                   | 12       | -             | -                                  |
|   | 6                                     | 2,175     | 71             | 3.2                         | 15                                  | 36       | -             | 1                                  |
| COMMISSION MERCHANTS  |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-raw materials                                 | 7                                     | 1,459     | 24             | 1.6                         | 4                                   | 6        | 1             | 4                                  |
| All other kinds of business                                 | 4                                     | 1,418     | 19             | 1.3                         | 3                                   | 4        | 1             | 2                                  |
|   | 3                                     | 41        | 5              | 12.2                        | 1                                   | 2        | -             | 2                                  |
| MANUFACTURERS AGENTS  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 8                                     | 1,343     | 61             | 4.5                         | 15                                  | 23       | 1             | 15                                 |
| ALL OTHER TYPES   |                                       |           |                |                             |                                     |          |               |                                    |
| BULK TANK STATIONS  | 431                                   | 11,612    | 1,881          | 16.2                        | 713                                 | 970      | 25            | 1,295                              |
| CHAIN STORE WAREHOUSES                                      | 3                                     | 5,651     | 87             | 1.5                         | 23                                  | 48       | 6             | 124                                |
| ASSEMBLERS AND COUNTRY BUYERS                               | 43                                    | 1,680     | 221            | 13.2                        | 51                                  | 80       | 13            | 132                                |
| Farm products-raw materials                                 | 25                                    | 1,162     | 108            | 9.3                         | 27                                  | 39       | 4             | 89                                 |
| Farm products-consumer goods                                | 15                                    | 392       | 96             | 24.5                        | 21                                  | 35       | 5             | 12                                 |
| Farm supplies   | 3                                     | 126       | 17             | 13.5                        | 3                                   | 6        | 4             | 31                                 |
| COOPERATIVE MARKETING ASSOCIATIONS                          |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 11                                    | 650       | 43             | 6.6                         | 14                                  | 21       | 2             | 41                                 |
| All other kinds of business                                 | 8                                     | 478       | 33             | 6.9                         | 10                                  | 15       | 2             | 3                                  |
|   | 5                                     | 172       | 10             | 5.8                         | 4                                   | 6        | -             | 38                                 |
| CREAM STATIONS  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 4                                     | 35        | 2              | 5.7                         | 1                                   | 1        | -             | -                                  |
| ELEVATORS (farm products-raw materials)                     | 416                                   | 13,397    | 957            | 7.1                         | 410                                 | 518      | 19            | 2,246                              |
| CITIES OF 20,000 TO 50,000 POPULATION                       |                                       |           |                |                             |                                     |          |               |                                    |
| BUTTE   |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 90                                    | 18,046    | 1,887          | 10.5                        | 506                                 | 918      | 82            | 1,783                              |
| All other types   | 52                                    | 6,771     | 1,225          | 18.1                        | 318                                 | 574      | 72            | 1,458                              |
|   | 38                                    | 11,275    | 662            | 5.9                         | 188                                 | 344      | 10            | 315                                |
| Farm products-consumer goods                                | 11                                    | 1,792     | 180            | 10.0                        | 61                                  | 102      | 4             | 53                                 |
| Groceries and foods (except farm products)                  | 25                                    | 6,763     | 614            | 9.1                         | 162                                 | 292      | 8             | 587                                |
| Petroleum and its products                                  | 5                                     | 942       | 175            | 18.6                        | 66                                  | 108      | -             | 107                                |
| All other kinds of business                                 | 49                                    | 8,549     | 918            | 10.7                        | 217                                 | 416      | 70            | 1,256                              |
| GREAT FALLS   |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 72                                    | 11,426    | 1,676          | 14.7                        | 508                                 | 783      | 23            | 1,953                              |
| All other types   | 41                                    | 7,156     | 1,132          | 15.8                        | 349                                 | 523      | 19            | 1,189                              |
|   | 31                                    | 4,270     | 844            | 12.7                        | 159                                 | 260      | 4             | 764                                |
| Farm products-raw materials                                 | 10                                    | 2,156     | 87             | 4.0                         | 14                                  | 31       | 1             | 120                                |
| Farm products-consumer goods                                | 7                                     | 1,292     | 147            | 11.4                        | 44                                  | 65       | 4             | 38                                 |
| Groceries and foods (except farm products)                  | 13                                    | 3,848     | 450            | 11.7                        | 165                                 | 245      | 7             | 529                                |
| Petroleum and its products                                  | 10                                    | 946       | 216            | 22.8                        | 66                                  | 110      | 1             | 149                                |
| All other kinds of business                                 | 32                                    | 3,184     | 776            | 24.4                        | 219                                 | 332      | 10            | 1,117                              |

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Table 2 B.—STATE OF MONTANA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of estab-<br>lish-<br>ments | Net sales       | TOTAL EXPENSES                       |                             | Full-time employees<br>(average) | PAY ROLL       |               | Stocks on hand (end<br>of year) |
|---|------------------------------------|-----------------|--------------------------------------|-----------------------------|----------------------------------|----------------|---------------|---------------------------------|
|   |                                    |                 | Amount                               | Per-<br>cent<br>of<br>sales |                                  | Total          | Part-<br>time |                                 |
|   |                                    |                 | CITIES OF 5,000 TO 20,000 POPULATION |                             |                                  |                |               |                                 |
| <b>Total</b>  | <b>205</b>                         | <b>\$27,048</b> | <b>\$4,238</b>                       | <b>15.7</b>                 | <b>1,347</b>                     | <b>\$1,981</b> | <b>\$87</b>   | <b>\$5,316</b>                  |
| ANACONDA  | 4                                  | 76              | 11                                   | 14.5                        | 5                                | 6              | -             | 7                               |
| BILLINGS  | 57                                 | 9,724           | 1,703                                | 17.5                        | 501                              | 788            | 57            | 2,096                           |
| BOZEMAN   | 16                                 | 1,466           | 152                                  | 10.4                        | 57                               | 77             | 3             | 261                             |
| HAYES   | 21                                 | 2,696           | 260                                  | 9.6                         | 86                               | 122            | 1             | 360                             |
| HELENA  | 33                                 | 4,056           | 552                                  | 13.3                        | 204                              | 306            | 8             | 722                             |
| KALISPELL   | 10                                 | 1,821           | 290                                  | 15.9                        | 105                              | 129            | -             | 360                             |
| LEWISTOWN   | 20                                 | 1,363           | 142                                  | 10.4                        | 49                               | 72             | 5             | 236                             |
| LIVINGSTON  | 9                                  | 332             | 61                                   | 18.4                        | 21                               | 28             | 1             | 23                              |
| MILES CITY  | 12                                 | 1,177           | 144                                  | 12.2                        | 38                               | 69             | -             | 147                             |
| MISSOULA  | 25                                 | 4,327           | 813                                  | 18.8                        | 281                              | 384            | 14            | 1,104                           |

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Table 3.—STATE OF MONTANA

RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                   | RECEIPTS FROM—       |                                  |                          |        |                          |        |
|---|--------------------------|-----------------|----------------|-------------------|----------------------|----------------------------------|--------------------------|--------|--------------------------|--------|
|   |                          |                 | Amount         | Per cent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental             |        | Other sources            |        |
|   |                          |                 |                |                   |                      |                                  | Number of establishments | Amount | Number of establishments | Amount |
| Total for State                                       | 1,242                    | \$79,441        | \$10,172       | 12.8              | \$78,979             | \$262                            | 10                       | \$24   | 9                        | \$176  |
| Drugs and drug sundries                               | 4                        | 1,242           | 171            | 13.8              | 1,234                | -                                | -                        | -      | 1                        | 8      |
| Electrical goods                                      | 8                        | 1,021           | 234            | 22.9              | 1,003                | 2                                | -                        | -      | 1                        | 16     |
| Farm products—raw materials                           | 454                      | 16,938          | 1,171          | 6.9               | 16,790               | 142                              | 2                        | 5      | 1                        | 1      |
| Farm products—consumer goods                          | 72                       | 6,474           | 879            | 13.6              | 6,472                | -                                | 1                        | 2      | -                        | -      |
| Farm supplies   | 9                        | 625             | 107            | 17.1              | 620                  | 3                                | 1                        | 2      | -                        | -      |
| Groceries and foods (except farm product)             | 104                      | 24,443          | 2,661          | 10.9              | 24,355               | -                                | 2                        | 11     | 1                        | 77     |
| Hardware  | 9                        | 2,149           | 652            | 30.5              | 2,137                | -                                | 2                        | 2      | 1                        | 10     |
| Machinery, equipment and supplies (except electrical) | 40                       | 2,619           | 826            | 31.5              | 2,540                | 76                               | 1                        | 1      | 1                        | 2      |
| Petroleum and its products                            | 452                      | 12,741          | 2,071          | 16.3              | 12,735               | 6                                | -                        | -      | -                        | -      |
| Plumbing and heating equipment and supplies           | 6                        | 4,279           | 87             | 2.0               | 4,276                | -                                | -                        | -      | 2                        | 3      |
| Waste materials                                       | 5                        | 122             | 13             | 10.7              | 122                  | -                                | -                        | -      | -                        | -      |
| All other kinds of business                           | 49                       | 8,788           | 1,850          | 19.0              | 6,698                | 55                               | 1                        | 1      | 1                        | 59     |







Table 6.—STATE OF MONTANA MONTHLY EMPLOYMENT, BY KIND OF BUSINESS For States and Cities of 500,000 Population and Over

| STATE AND CITY<br>KIND OF BUSINESS                       | Pre-<br>para-<br>tion<br>firm<br>mem-<br>bers | NUMBER AND PROPORTION<br>OF MEN AND WOMEN<br>EMPLOYED |                             | Average<br>number<br>of em-<br>ployees | NUMBER OF EMPLOYEES—By MONTHS |                             |                 |              |               |       |       |       |       |       |        |                     | Oc-<br>to-<br>ber | No-<br>vem-<br>ber | De-<br>cem-<br>ber |
|--|---|---|-----------------------------|--|-------------------------------|-----------------------------|-----------------|--------------|---------------|-------|-------|-------|-------|-------|--------|---------------------|-------------------|--------------------|--------------------|
|  |   | Men   |                             |  | Women                         |                             | Employ-<br>ment | Jan-<br>uary | Feb-<br>ruary | March | April | May   | June  | July  | August | Sep-<br>tem-<br>ber |                   |                    |                    |
|  |   | Esti-<br>mated<br>average                             | Per-<br>cent<br>of<br>total |  | Esti-<br>mated<br>average     | Per-<br>cent<br>of<br>total |                 |              |               |       |       |       |       |       |        |                     |                   |                    |                    |
| Total  | 847   | 3,508   | 477 13.6                    | 3,512                                  | 3,086                         | 3,093                       | 3,127           | 3,208        | 3,276         | 3,342 | 3,448 | 3,542 | 3,644 | 3,542 | 3,650  | 3,439               |                   |                    |                    |
| Amusement and sporting goods                             | 2   | 7   | 8 41.7                      | 16                                     | 10                            | 10                          | 10              | 10           | 10            | 11    | 11    | 11    | 11    | 10    | 10     | 10                  |                   |                    |                    |
| Automotive products                                      | 13  | 114   | 18 13.8                     | 117                                    | 101                           | 104                         | 108             | 110          | 118           | 118   | 117   | 126   | 126   | 122   | 121    | 121                 |                   |                    |                    |
| Chemicals  | -   | 14  | 3 17.6                      | 16                                     | 12                            | 13                          | 14              | 15           | 13            | 14    | 17    | 17    | 15    | 13    | 16     | 16                  |                   |                    |                    |
| Clothing and furnishings                                 | -   | -   | -                           | 13                                     | 2                             | 2                           | 3               | 3            | 3             | 3     | 3     | 3     | 3     | 3     | 3      | 3                   |                   |                    |                    |
| Coal   | 1   | 1   | -                           | -                                      | 1                             | 1                           | 1               | 1            | 1             | 1     | 1     | 1     | 1     | 1     | 1      | 1                   |                   |                    |                    |
| Drugs and drug sundries                                  | 2   | 33  | 12 82.1                     | 44                                     | 44                            | 46                          | 46              | 45           | 46            | 45    | 44    | 44    | 44    | 42    | 42     | 42                  |                   |                    |                    |
| Dry goods  | -   | -   | -                           | -                                      | -                             | -                           | -               | -            | -             | -     | -     | -     | -     | -     | -      | -                   |                   |                    |                    |
| Electrical goods   | 2   | 66  | 16 81.7                     | 71                                     | 61                            | 61                          | 65              | 66           | 65            | 69    | 70    | 77    | 77    | 79    | 82     | 83                  |                   |                    |                    |
| Farm products—raw materials                              | 49  | 504   | 39 7.1                      | 461                                    | 439                           | 439                         | 450             | 449          | 458           | 458   | 465   | 492   | 491   | 461   | 476    | 476                 |                   |                    |                    |
| Farm products—consumer goods                             | 29  | 272   | 58 15.9                     | 285                                    | 235                           | 231                         | 239             | 241          | 237           | 236   | 236   | 237   | 236   | 235   | 234    | 234                 |                   |                    |                    |
| Farm supplies  | 6   | 34  | 40 84.6                     | 54                                     | 32                            | 32                          | 33              | 33           | 32            | 33    | 32    | 33    | 35    | 36    | 37     | 37                  |                   |                    |                    |
| Furniture and house furnishings                          | 3   | 4   | -                           | 40                                     | 13                            | 20                          | 27              | 16           | 18            | 10    | 16    | 25    | 60    | 99    | 98     | 76                  |                   |                    |                    |
| General merchandise                                      | -   | 40  | 5 11.8                      | 45                                     | 50                            | 41                          | 40              | 40           | 40            | 40    | 42    | 50    | 50    | 50    | 50     | 50                  |                   |                    |                    |
| Groceries and foods<br>(except farm products)            | 33  | 824   | 154 15.7                    | 889                                    | 814                           | 817                         | 822             | 826          | 840           | 844   | 875   | 901   | 1,008 | 1,005 | 1,004  | 917                 |                   |                    |                    |
| Hardware   | 2   | 160   | 28 12.1                     | 159                                    | 114                           | 112                         | 107             | 110          | 110           | 116   | 114   | 114   | 146   | 147   | 162    | 179                 |                   |                    |                    |
| Jewelry and optical goods                                | -   | 11  | 4 33.4                      | 39                                     | 12                            | 14                          | 18              | 18           | 18            | 18    | 18    | 18    | 18    | 18    | 18     | 18                  |                   |                    |                    |
| Lumber and building materials                            | 6   | 37  | 24 80.0                     | 53                                     | 50                            | 50                          | 51              | 51           | 54            | 55    | 54    | 55    | 53    | 53    | 53     | 53                  |                   |                    |                    |
| Machinery, equipment and supplies<br>(except electrical) | 13  | 241   | 24 9.1                      | 246                                    | 221                           | 222                         | 223             | 223          | 223           | 223   | 223   | 223   | 223   | 223   | 223    | 223                 |                   |                    |                    |
| Metals (except scrap)                                    | -   | 1   | -                           | 25                                     | 17                            | 17                          | 20              | 20           | 26            | 29    | 36    | 39    | 33    | 31    | 30     | 23                  |                   |                    |                    |
| Paper and its products                                   | 1   | 14  | 5 36.3                      | 17                                     | 1                             | 1                           | 1               | 1            | 1             | 1     | 1     | 1     | 1     | 1     | 1      | 1                   |                   |                    |                    |
| Petroleum and its products                               | 50  | 786   | 26 3.2                      | 760                                    | 731                           | 735                         | 741             | 745          | 767           | 764   | 766   | 778   | 777   | 769   | 756    | 749                 |                   |                    |                    |
| Plumbing and heating equipment and<br>supplies           | 1   | 26  | 5 16.7                      | 26                                     | 43                            | 44                          | 47              | 57           | 70            | 70    | 70    | 68    | 74    | 71    | 73     | 62                  |                   |                    |                    |
| Tobacco and its products                                 | 4   | 59  | 6 11.8                      | 64                                     | 65                            | 64                          | 64              | 64           | 62            | 62    | 65    | 64    | 64    | 64    | 64     | 64                  |                   |                    |                    |
| Waste materials  | 7   | 12  | 2 15.4                      | 15                                     | 4                             | 4                           | 4               | 4            | 4             | 4     | 4     | 4     | 4     | 4     | 4      | 4                   |                   |                    |                    |
| All other products                                       | 20  | 48  | 7 14.9                      | 49                                     | 39                            | 39                          | 39              | 42           | 45            | 49    | 54    | 59    | 61    | 56    | 52     | 53                  |                   |                    |                    |

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Table 7.—STATE OF MONTANA WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information of an amount less than \$500]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS        | TOTAL                       |                                 |                                 |                             |                                 |                                 |                             |                                 |                                 |                               |                                 |                                 |                             |                                 |                                 |       |                               |                               |       |
|--|-----------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|---------------------------------|-------------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|---------------------------------|-------|-------------------------------|-------------------------------|-------|
|  | Under \$10,000              | \$10,000 to \$49,999            | \$50,000 to \$99,999            | \$100,000 to \$199,999      | \$200,000 to \$499,999          | \$500,000 to \$999,999          | \$1,000,000 and over        | Total                           | Full-time employees (over-18)   | Part-time employees (over-18) | Total                           |                                 |                             |                                 |                                 |       |                               |                               |       |
|  | Num-ber of estab-lish-ments | Full-time em-ploy-ees (over-18) | Part-time em-ploy-ees (over-18) | Num-ber of estab-lish-ments | Full-time em-ploy-ees (over-18) | Part-time em-ploy-ees (over-18) | Num-ber of estab-lish-ments | Full-time em-ploy-ees (over-18) | Part-time em-ploy-ees (over-18) | Num-ber of estab-lish-ments   | Full-time em-ploy-ees (over-18) | Part-time em-ploy-ees (over-18) | Num-ber of estab-lish-ments | Full-time em-ploy-ees (over-18) | Part-time em-ploy-ees (over-18) | Total | Full-time employees (over-18) | Part-time employees (over-18) | Total |
| <b>WHOLESALE MERCHANTS</b>                       |                             |                                 |                                 |                             |                                 |                                 |                             |                                 |                                 |                               |                                 |                                 |                             |                                 |                                 |       |                               |                               |       |
| Amusements and sporting goods                    | 3                           | 7                               | 30.3                            | 2                           | 1                               | 40.0                            | 1                           | 6                               | 22.6                            |                               |                                 |                                 |                             |                                 |                                 |       |                               |                               |       |
| Automotive products                              | 21                          | 11                              | 25.1                            | 1                           | 1                               | 25.0                            | 11                          | 31                              | 23.3                            | 4                             | 21                              | 22.3                            |                             |                                 |                                 |       |                               |                               |       |
| Chemicals  | 1                           | 2                               | (X)                             | 1                           | 2                               | (X)                             |                             |                                 |                                 |                               |                                 |                                 |                             |                                 |                                 |       |                               |                               |       |
| Coal   | 4                           | 44                              | 13.6                            | 3                           | 1                               | 116.1                           |                             |                                 |                                 |                               |                                 |                                 |                             |                                 |                                 |       |                               |                               |       |
| Drugs and drug supplies                          | 8                           | 19                              | 9.4                             | 3                           | 1                               | 23.4                            | 2                           | 7                               | 6.7                             |                               |                                 |                                 |                             |                                 |                                 |       |                               |                               |       |
| Farm products—raw materials                      | 37                          | 221                             | 15.5                            | 5                           | 5                               | 40.0                            | 9                           | 24                              | 23.2                            | 5                             | 23                              | 15.5                            |                             |                                 |                                 |       |                               |                               |       |
| Farm products—consumer goods                     | 6                           | 31                              | 18.0                            | —                           | —                               | —                               | 2                           | 3                               | 11.3                            | 1                             | 3                               | 13.6                            |                             |                                 |                                 |       |                               |                               |       |
| Farm supplies                                    | 6                           | 31                              | 18.0                            | —                           | —                               | —                               | 2                           | 3                               | 11.3                            | 1                             | 3                               | 13.6                            |                             |                                 |                                 |       |                               |                               |       |
| Geographies and foods (except farm products)     | 71                          | 765                             | 12.5                            | 80                          | 24                              | 54.6                            | —                           | —                               | —                               | —                             | —                               | —                               |                             |                                 |                                 |       |                               |                               |       |
| Hardware   | 9                           | 129                             | 50.3                            | —                           | —                               | —                               | 2                           | 1                               | 45.7                            | 1                             | 45                              | 15.2                            |                             |                                 |                                 |       |                               |                               |       |
| Jewelry and optical goods                        | 3                           | 10                              | 34.7                            | —                           | —                               | —                               | 3                           | 10                              | 34.7                            | 2                             | 11                              | 35.4                            |                             |                                 |                                 |       |                               |                               |       |
| Leather and clothing material (other than metal) | 8                           | 53                              | 18.4                            | —                           | —                               | —                               | 4                           | 4                               | 23.2                            | 2                             | 10                              | 13.4                            |                             |                                 |                                 |       |                               |                               |       |
| Machinery equipment and supplies                 | 29                          | 69                              | 24.5                            | 5                           | —                               | —                               | 7                           | 23                              | 39.5                            | 4                             | 20                              | 22.4                            |                             |                                 |                                 |       |                               |                               |       |
| Meats and poultry                                | 17                          | 43                              | 17.1                            | 2                           | —                               | —                               | 7                           | 6                               | 14.5                            | 4                             | 17                              | 20.5                            |                             |                                 |                                 |       |                               |                               |       |
| Paper and its products                           | 9                           | 56                              | 9.4                             | —                           | —                               | —                               | 1                           | 2                               | 11.5                            | 1                             | 2                               | 9.9                             |                             |                                 |                                 |       |                               |                               |       |
| Petroleum and its products                       | 18                          | 48                              | 24.4                            | 2                           | —                               | —                               | 2                           | 4                               | 15.6                            | 1                             | 6                               | 5.2                             |                             |                                 |                                 |       |                               |                               |       |
| Tobacco and its products (except leaf)           | 18                          | 48                              | 24.4                            | 2                           | —                               | —                               | 11                          | 19                              | 22.7                            | 1                             | 3                               | 13.6                            |                             |                                 |                                 |       |                               |                               |       |
| All other products                               | 51                          | 293                             | 24.9                            | 12                          | 6                               | 22.6                            | 17                          | 58                              | 25.5                            | 10                            | 70                              | 35.5                            |                             |                                 |                                 |       |                               |                               |       |
| <b>MANUFACTURERS' SALES BRANCHES</b>             |                             |                                 |                                 |                             |                                 |                                 |                             |                                 |                                 |                               |                                 |                                 |                             |                                 |                                 |       |                               |                               |       |
| <b>WITH STORES</b>                               |                             |                                 |                                 |                             |                                 |                                 |                             |                                 |                                 |                               |                                 |                                 |                             |                                 |                                 |       |                               |                               |       |
| Meats and foods (except farm products)           | 22                          | 61                              | 17.2                            | 7                           | 1                               | 25.0                            | 6                           | 5                               | 15.4                            | 3                             | 15                              | 27.1                            |                             |                                 |                                 |       |                               |                               |       |
| Machinery equipment and supplies                 | 13                          | 149                             | 36.9                            | 5                           | 7                               | 44.0                            | 5                           | 15                              | 52.5                            | 3                             | 46                              | 95.1                            |                             |                                 |                                 |       |                               |                               |       |
| All other kinds of business                      | 11                          | 42                              | 21.0                            | 6                           | —                               | —                               | 6                           | 13                              | 21.5                            | 3                             | 3                               | 13.2                            |                             |                                 |                                 |       |                               |                               |       |

## WHOLESALE DISTRIBUTION: 1933

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Table 1.—STATE OF IDAHO SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |      | NET SALES |          | TOTAL EXPENSES |                  |      | Full-time employees (average) | PAY ROLL |                  |           | Stocks on hand (end of year) |
|---|--------------------------|------|-----------|----------|----------------|------------------|------|-------------------------------|----------|------------------|-----------|------------------------------|
|   | 1933                     | 1929 | 1933      | 1929     | Amount         | Percent of sales |      |                               | Amount   | Percent of sales | Part-time |                              |
|   |                          |      |           |          |                | 1933             | 1929 |                               |          |                  |           |                              |
| <b>THE STATE</b>                        | 769                      | 674  | \$50,689  | \$98,452 | \$7,359        | 14.5             | 9.9  | 2,076                         | \$3,257  | 6.4              | 2,443     | \$6,124                      |
| <b>Wholesalers proper</b>               | 219                      | 164  | 23,879    | 36,598   | 3,195          | 13.4             | 11.6 | 941                           | 1,430    | 6.0              | 1,446     | 3,695                        |
| <b>Manufacturers' sales branches</b>    | 20                       | 23   | 1,225     | 5,752    | 284            | 16.1             | 11.4 | 83                            | 151      | 7.2              | 3         | 191                          |
| <b>Agents and brokers</b>               | 22                       | 9    | 3,410     | 1,729    | 269            | 7.9              | 7.0  | 57                            | 135      | 3.9              | 32        | 231                          |
| Brokers                                 | 2                        | 2    | (X)       | (X)      | (X)            | (X)              | (X)  | (X)                           | (X)      | (X)              | (X)       | (X)                          |
| Commission merchants                    | 12                       | 4    | 1,488     | 646      | 189            | 12.7             | 15.2 | 39                            | 91       | 6.1              | 29        | 300                          |
| Manufacturers' agents                   | 6                        | 3    | 109       | (X)      | 13             | 11.9             | (X)  | 2                             | 3        | 2.8              | -         | 9                            |
| Other agents                            | 2                        | -    | (X)       | -        | (X)            | (X)              | -    | (X)                           | (X)      | (X)              | (X)       | (X)                          |
| <b>All other types</b>                  | 507                      | 479  | 21,575    | 54,393   | 3,603          | 16.7             | 8.7  | 997                           | 1,563    | 7.2              | 282       | 2,007                        |
| Bulk tank stations 1/                   | 242                      | 157  | 8,978     | 8,615    | 1,964          | 21.9             | 20.2 | 482                           | 784      | 6.7              | 18        | 795                          |
| Chain store warehouses                  | 4                        | 1    | 152       | (X)      | 17             | 11.2             | (X)  | 5                             | 8        | 5.3              | -         | 77                           |
| Assemblers and country buyers           | 158                      | 196  | 7,622     | 24,362   | 811            | 10.6             | 8.3  | 250                           | 420      | 5.5              | 200       | 309                          |
| Cooperative marketing associations      | 22                       | 30   | 1,690     | (X)      | 245            | 14.5             | (X)  | 77                            | 117      | 6.9              | 31        | 199                          |
| Cream stations 2/                       | 7                        | -    | 96        | -        | 7              | 7.3              | -    | 3                             | 4        | 4.2              | 1         | -                            |
| Elevators 3/                            | 74                       | 95   | 3,037     | 13,036   | 599            | 19.4             | 5.5  | 180                           | 230      | 7.6              | 12        | 626                          |

1/ The increase in the number of bulk tank stations was due primarily to differences in method of reporting some large chain organizations.

2/ Cream stations were not included for the most part in 1929 data.

3/ These are revised figures for 1929. The figures previously issued include a number of grain elevators that were erroneously reported and classified in the Wholesale Census. Includes 5 cooperative elevators with sales amounting to \$251,000.

Census of  
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TABLE 2A. - STATE OF IDAHO

WHOLESALE DISTRIBUTION; 1933

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS

FOR STATES AND SELECTED CITIES

| Kind of Business                           | Total      | Wholesale<br>merchants<br>with<br>stocks | Wholesale<br>merchants<br>with<br>branches<br>with<br>stocks | All other<br>types 2/ | Kind of Business                                  | Total | Wholesale<br>merchants | Wholesale<br>merchants<br>with<br>branches<br>with<br>stocks | All other<br>types 2/ |
|--|------------|--|--|-----------------------|---|-------|------------------------|--|-----------------------|
|  |            |  |  |                       |   |       |                        |  |                       |
| <b>Total</b>                               | <b>768</b> | <b>214</b>                               | <b>18</b>  | <b>536</b>            | Hardware  | 6     | 6                      | -  | -                     |
| Amusement and sporting goods               | 2          | 1  | -  | 1                     | Jewelry and optical goods                         | 2     | 2                      | -  | -                     |
| Automotive products                        | 19         | 18                                       | -  | 1                     | Lumber and building materials (other than metal)  | 2     | 2                      | -  | -                     |
| Chemicals                                  | 6          | 4  | 2  | -                     | Machinery, eqpt. and supplies (except electrical) | 17    | 11                     | 3  | 3                     |
| Clothing and furnishings                   | 1          | 1  | -  | -                     | Metals (except scrap)                             | 1     | 1                      | -  | -                     |
| Dry goods                                  | 1          | 1  | -  | -                     | Paper and its products                            | 2     | 2                      | -  | -                     |
| Electrical goods                           | 1          | 1  | -  | -                     | Petroleum and its products                        | 251   | 6                      | -  | 245                   |
| Farm products-raw materials                | 152        | 10                                       | -  | 142                   | Plumbing and heating eqpt. & supplies             | 2     | 1                      | 1  | -                     |
| Farm products-consumer goods               | 176        | 44                                       | 2  | 130                   | Tobacco and its products (except leaf)            | 7     | 6                      | -  | 1                     |
| Farm supplies                              | 19         | 14                                       | -  | 5                     | Taste materials                                   | 9     | 9                      | -  | -                     |
| Groceries and foods (except farm products) | 77         | 61                                       | 10   | 6                     | All other products                                | 15    | 13                     | -  | 2                     |

1/ The 536 "All other types" consists of the following:

|   |    |  |     |
|---|----|--|-----|
| Importer (groceries and foods-except farm products)   | 1  | Selling agent (groceries and foods-except farm products) | 1   |
| Limited function wholesalers                          | 4  | Other agent (farm products-raw materials)                | 1   |
| Groceries and foods (except farm products)            | 1  | Bulk tank stations (petroleum)                           | 242 |
| Petroleum and its products                            | 3  | Chain store warehouses                                   | 4   |
| Manufacturers' sales branches-without stocks          | 2  | Farm products-consumer goods                             | 3   |
| Machinery, equipment and supplies (except electrical) | 1  | Groceries and foods (except farm products)               | 1   |
| Tobacco and its products (except leaf)                | 1  | Assemblers and country buyers                            | 159 |
| Brokers   | 2  | Farm products-raw materials                              | 56  |
| Farm products-consumer goods                          | 1  | Farm products-consumer goods                             | 99  |
| Groceries and foods (except farm products)            | 1  | Farm supplies  | 3   |
| Commission merchants                                  | 12 | Cooperative marketing associations                       | 22  |
| Automotive equipment, accessories and parts           | 1  | Farm products-raw materials                              | 10  |
| Farm products-raw materials                           | 1  | Farm products-consumer goods                             | 10  |
| Farm products-consumer goods                          | 10 | Farm supplies  | 2   |
| Manufacturers' agents                                 | 6  | Elevators (farm products-raw materials)                  | 74  |
| Amusement and sporting goods                          | 1  | Cream stations (farm products-consumer goods)            | 7   |
| Groceries and foods (except farm products)            | 1  |  |     |
| Machinery, equipment and supplies (except electrical) | 2  |  |     |
| All other products                                    | 2  |  |     |

## WHOLESALE DISTRIBUTION: 1933

13-48-4  
Census of  
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Table 2B.—STATE OF IDAHO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                    |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>THE STATE</b>  | 768                                | \$50,689  | \$7,359        | 14.5                        | 2,978                               | \$3,257  | \$445         | \$6,124                            |
| Wholesalers proper  | 219                                | 23,879    | 3,193          | 13.4                        | 941                                 | 1,450    | 146           | 3,695                              |
| Manufacturers' sales branches                               | 20                                 | 1,925     | 294            | 16.1                        | 83                                  | 151      | 5             | 191                                |
| Agents and brokers  | 22                                 | 3,410     | 259            | 7.9                         | 57                                  | 133      | 32            | 231                                |
| All other types   | 507                                | 21,575    | 3,603          | 16.7                        | 997                                 | 1,563    | 262           | 2,007                              |
| <b>WHOLESALE PROPER</b>                                     |                                    |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 18                                 | 828       | 225            | 27.2                        | 90                                  | 121      | 3             | 244                                |
| Chemicals   | 4                                  | 180       | 51             | 28.3                        | 17                                  | 25       | -             | 56                                 |
| Farm products-raw materials                                 | 10                                 | 733       | 60             | 10.9                        | 32                                  | 56       | 5             | 31                                 |
| Farm products-consumer goods                                | 44                                 | 3,723     | 599            | 16.1                        | 143                                 | 272      | 73            | 176                                |
| Farm supplies   | 14                                 | 1,814     | 353            | 19.4                        | 105                                 | 192      | 8             | 289                                |
| Groceries and foods (except farm products)                  | 63                                 | 11,700    | 982            | 8.4                         | 314                                 | 481      | 15            | 1,789                              |
| Hardware  | 6                                  | 1,715     | 379            | 22.1                        | 98                                  | 161      | 51            | 542                                |
| Machinery, equipment and supplies (except electrical)       | 11                                 | 442       | 84             | 19.0                        | 18                                  | 37       | 2             | 140                                |
| Petroleum and its products                                  | 9                                  | 531       | 154            | 27.9                        | 29                                  | 45       | -             | 28                                 |
| Tobacco and its products (except leaf)                      | 6                                  | 618       | 41             | 6.6                         | 15                                  | 19       | -             | 60                                 |
| Waste materials (junk and scrap-general line)               | 9                                  | 126       | 40             | 31.7                        | 10                                  | 11       | 2             | 37                                 |
| All other kinds of business                                 | 25                                 | 1,451     | 225            | 15.5                        | 70                                  | 94       | 7             | 306                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                    |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 10                                 | 1,005     | 141            | 14.0                        | 35                                  | 57       | 2             | 89                                 |
| Machinery, equipment and supplies (except electrical)       | 4                                  | 149       | 61             | 41.2                        | 24                                  | 38       | -             | 66                                 |
| All other kinds of business                                 | 6                                  | 572       | 92             | 13.7                        | 24                                  | 35       | 1             | 28                                 |
| <b>AGENTS AND BROKERS</b>                                   |                                    |           |                |                             |                                     |          |               |                                    |
| COMMISSION MERCHANTS  | 12                                 | 1,488     | 189            | 12.7                        | 39                                  | 91       | 29            | 300                                |
| MANUFACTURERS' AGENTS                                       | 6                                  | 1,09      | 13             | 11.9                        | 2                                   | 3        | -             | 9                                  |
| OTHER AGENTS  | 4                                  | 1,813     | 67             | 3.7                         | 16                                  | 39       | 3             | 22                                 |
| <b>ALL OTHER TYPES</b>                                      |                                    |           |                |                             |                                     |          |               |                                    |
| BULK TANK STATIONS (petroleum)                              | 242                                | 8,978     | 1,264          | 21.2                        | 455                                 | 789      | 15            | 799                                |
| CHAIN STORE WAREHOUSES                                      | 4                                  | 152       | 17             | 11.2                        | 5                                   | 8        | -             | 77                                 |
| ASSEMBLERS AND COUNTRY BUYERS                               | 158                                | 7,622     | 811            | 10.6                        | 250                                 | 420      | 200           | 309                                |
| Farm products-raw materials                                 | 56                                 | 2,001     | 161            | 8.0                         | 44                                  | 73       | 22            | 168                                |
| Farm products-consumer goods                                | 99                                 | 5,420     | 641            | 11.8                        | 195                                 | 340      | 178           | 184                                |
| Farm supplies (seeds)                                       | 3                                  | 201       | 9              | 4.5                         | 11                                  | 7        | -             | 7                                  |
| COOPERATIVE MARKETING ASSOCIATIONS                          | 22                                 | 1,690     | 245            | 14.5                        | 77                                  | 117      | 51            | 199                                |
| Farm products-raw materials                                 | 12                                 | 804       | 65             | 8.1                         | 24                                  | 36       | 6             | 155                                |
| Farm products-consumer goods                                | 10                                 | 886       | 180            | 20.3                        | 53                                  | 81       | 25            | 44                                 |
| ELEVATORS (grain)   | 74                                 | 3,037     | 559            | 18.4                        | 180                                 | 250      | 12            | 626                                |
| CREAM STATIONS  | 7                                  | 96        | 7              | 7.3                         | 3                                   | 4        | 1             | -                                  |
| <b>CITIES OF 20,000 TO 50,000 POPULATION</b>                |                                    |           |                |                             |                                     |          |               |                                    |
| BOISE   | 64                                 | 9,852     | 1,131          | 11.5                        | 335                                 | 503      | 14            | 1,046                              |
| Wholesalers proper  | 58                                 | 5,719     | 650            | 11.4                        | 215                                 | 299      | 4             | 823                                |
| All other types   | 28                                 | 4,136     | 481            | 11.6                        | 120                                 | 204      | 10            | 223                                |

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# WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF IDAHO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| BOISE (continued)   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 5                                     | \$845     | \$67           | 7.9                         | 25                                  | \$34     | \$2           | \$15                               |
| Groceries and foods (except farm products)                  | 15                                    | 4,956     | 289            | 5.8                         | 94                                  | 148      | 3             | 357                                |
| Petroleum and its products                                  | 8                                     | 959       | 241            | 24.9                        | 50                                  | 74       | 4             | 81                                 |
| All other kinds of business                                 | 36                                    | 3,087     | 534            | 17.3                        | 168                                 | 247      | 5             | 583                                |
| CITIES OF 5,000 TO 20,000 POPULATION                        |                                       |           |                |                             |                                     |          |               |                                    |
| <u>Total</u>  | 201                                   | 20,967    | 2,823          | 13.5                        | 651                                 | 1,252    | 93            | 2,711                              |
| COEUR D'ALENE   | 12                                    | 479       | 116            | 24.2                        | 39                                  | 50       | 1             | 36                                 |
| IDAHO FALLS   | 41                                    | 3,994     | 415            | 10.4                        | 137                                 | 193      | 26            | 480                                |
| LEWISTON  | 29                                    | 3,911     | 589            | 15.1                        | 186                                 | 269      | 11            | 684                                |
| RAMEA   | 23                                    | 2,048     | 300            | 14.6                        | 93                                  | 133      | 27            | 127                                |
| POCATELLO   | 45                                    | 6,450     | 922            | 14.3                        | 242                                 | 416      | 12            | 925                                |
| TWIN FALLS  | 51                                    | 4,105     | 481            | 11.7                        | 134                                 | 191      | 16            | 459                                |

## WHOLESALE DISTRIBUTION: 1933

19-48-7  
 Census of American Business  
 Table 3.—STATE OF IDAHO RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                  | RECEIPTS FROM—       |                                  |                          |        |                          |        |
|---|--------------------------|-----------------|----------------|------------------|----------------------|----------------------------------|--------------------------|--------|--------------------------|--------|
|   |                          |                 | Amount         | Percent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental             |        | Other sources            |        |
|   |                          |                 |                |                  |                      |                                  | Number of establishments | Amount | Number of establishments | Amount |
| Total for State                                       | 768                      | \$50,689        | \$7,559        | 14.5             | \$50,569             | \$288                            | 4                        | \$15   | 6                        | \$22   |
| Farm products—raw materials                           | 152                      | 6,641           | 902            | 13.6             | 6,476                | 158                              | 1                        | 1      | 2                        | 6      |
| Farm products—consumer goods                          | 176                      | 11,566          | 1,566          | 13.5             | 11,510               | 38                               | 1                        | 4      | 1                        | 3      |
| Groceries and foods (except farm products)            | 77                       | 14,265          | 1,188          | 8.3              | 14,268               | 4                                | -                        | -      | 1                        | 3      |
| Hardware  | 6                        | 1,713           | 379            | 22.1             | 1,690                | 18                               | -                        | -      | 2                        | 10     |
| Machinery, equipment and supplies (except electrical) | 17                       | 694             | 146            | 24.6             | 567                  | 27                               | -                        | -      | -                        | -      |
| Petroleum and its products                            | 261                      | 9,629           | 2,118          | 22.2             | 9,505                | 14                               | 2                        | 10     | -                        | -      |
| Waste materials                                       | 9                        | 126             | 40             | 31.7             | 126                  | -                                | -                        | -      | -                        | -      |
| All other kinds of business                           | 80                       | 6,266           | 1,030          | 16.4             | 6,237                | 29                               | -                        | -      | -                        | -      |









WHOLESALE DISTRIBUTION: 1933

Table 7.—STATE OF ILLINOIS WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than \$500]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS                      | TOTAL                                      |   |  |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
|--|--|---|--|--|--|---|--|--|---|--|--|---|--|--|---|--|--|---|--|--|---|--|--|---|--|--|--|--|
|  | Under \$10,000                             |   |  |  | \$10,000 to \$49,999                       |   |  |  | \$50,000 to \$99,999                          |  |  |   | \$100,000 to \$199,999                       |  |   |  | \$200,000 to \$499,999                     |   |  |  | \$500,000 to \$999,999                        |  |  |   | \$1,000,000 and over                         |  |  |  |
|  | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(app) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Total<br>per-<br>son-<br>nel<br>net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(app) | Total<br>per-<br>son-<br>nel<br>net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(app) | Total<br>per-<br>son-<br>nel<br>net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(app) | Total<br>per-<br>son-<br>nel<br>net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(app) | Total<br>per-<br>son-<br>nel<br>net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(app) | Total<br>per-<br>son-<br>nel<br>net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(app) | Total<br>per-<br>son-<br>nel<br>net<br>sales | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(app) | Total<br>per-<br>son-<br>nel<br>net<br>sales |  |  |  |
| <b>WHOLESALE MERCHANTS</b>                                     |  |   |  |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Amusement and sporting goods                                   | 1  | 30.0  |  |  | 1  | 50.0  |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Automotive products  | 16   | 91 27.2                                       | 3  | 1 21.4                                       | 8  | 32 24.4                                       | 4  | 29 80.8                                    | 3   | 29 26.5                                      |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Chemicals and allied products                                  | 4  | 17 29.3                                       | 1  | 1 12.5                                       | 2  | 6 23.7  | 1  | 11 23.3                                    | 1   | 6 31.1                                       |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Dry goods and furnishings                                      | 1  | 4 16.7  |  |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Electrical goods   | 1  | 6 30.6  |  |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Hardware   | 10   | 32 10.9                                       |  |  | 5  | 8 12.8  | 2  | 2 15.6                                     | 2   | 13 11.4                                      |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Farm products—raw materials                                    | 1  | 3 15.9  |  |  | 1  | 4 16.3  |  |  | 1   | 1 11.9                                       |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Farm supplies and consumer goods                               | 14   | 109 18.6                                      | 1  | 1 50.0                                       | 1  | 21 26.0                                       | 7  | 27 20.8                                    | 1   | 16 30.2                                      | 4  | 64 20.5                                       |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Groceries and foods (except farm products)                     | 62   | 310 8.4                                       | 16   | 7 37.0                                       | 14   | 50 30.6                                       | 8  | 40 19.6                                    | 6   | 34 9.4                                       | 11   | 60 10.1                                       | 6  | 34 9.4                                     | 48 6.3  | 3  | 71 6.6                                     |   |  |  |   |  |  |   |  |  |  |  |
| Jewelry  | 2  | 9 36.1  |  |  | 2  | 6 36.1  |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Lumber and building materials                                  | 2  | 6 10.4  |  |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Metal (except structural and supplies)                         | 11   | 18 19.0                                       | 4  | 3 31.6                                       | 4  | 6 25.6  | 2  | 4 21.1                                     |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Metal (except steel)   | 1  | 20.0  | 1  | 1 20.0                                       |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Paper and its products   | 2  | 10 21.6                                       |  |  | 1  | 6 34.6  |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Printing and publishing  | 6  | 24 22.6                                       |  |  | 4  | 7 10.9  |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Rubbing and heating equipment and supplies                     | 1  | 12 29.4                                       |  |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Tobacco and its products (except leaf)                         | 6  | 16 8.4  |  |  | 2  | 1 12.6  | 1  | 1 12.6                                     | 1   | 1 12.6                                       |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Wool and its products  | 13   | 16 14.1                                       | 3  | 1 42.9                                       | 8  | 14 31.3                                       | 1  | 1 3.1                                      |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| All other products   |  |   |  |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| <b>MANUFACTURERS' SALES BRANCHES WITH STOCK</b>                |  |   |  |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Groceries and foods (except farm products)                     | 10   | 36 14.1                                       | 1  | 1 25.0                                       | 3  | 3 13.5  | 2  | 4 9.2                                      | 2   | 13 18.5                                      | 2  | 14 10.7                                       |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| Rubbing and heating equipment and supplies (except structural) | 3  | 21 41.4                                       |  |  | 2  | 13 60.5                                       | 1  | 6 25.0                                     |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |
| All other kinds of business                                    | 6  | 20 26.2                                       | 1  | 1 15.6                                       |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |   |  |  |  |  |

## WHOLESALE DISTRIBUTION: 1933

12-454-4  
Census of  
American  
Business

Table 1.—STATE OF WYOMING SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF<br>ESTABLISH-<br>MENTS |      | NET SALES |          | TOTAL EXPENSES |                     |      | Full-<br>time<br>employees<br>(average) | PAY ROLL |                             |               | Stocks<br>on<br>hand<br>(end<br>of<br>year) |
|---|----------------------------------|------|-----------|----------|----------------|---------------------|------|---|----------|-----------------------------|---------------|---|
|   | 1933                             | 1929 | 1933      | 1929     | Amount         | Percent<br>of sales |      |   | Total    |                             | Part-<br>time |   |
|   |                                  |      |           |          |                | 1933                | 1929 |   | Amount   | Per-<br>cent<br>of<br>sales |               |   |
| <u>THE STATE</u>                        | 349                              | 283  | \$19,117  | \$34,661 | \$2,745        | 14.4                | 10.2 | 847                                     | \$1,265  | 6.6                         | \$51          | \$2,684                                     |
| <u>Wholesalers proper</u>               | 130                              | 91   | 11,022    | 15,891   | 1,568          | 14.2                | 10.3 | 455                                     | 666      | 6.0                         | 30            | 1,425                                       |
| <u>Manufacturers' sales branches</u>    | 14                               | 15   | 709       | 4,231    | 194            | 27.4                | 9.6  | 49                                      | 86       | 12.1                        | 7             | 443   |
| <u>All other types</u>                  | 205                              | 177  | 7,386     | 14,539   | 983            | 13.3                | 10.2 | 343                                     | 513      | 6.9                         | 14            | 746   |
| Bulk tank stations                      | 155                              | 113  | 5,587     | 5,325    | 809            | 14.5                | 15.8 | 279                                     | 444      | 7.9                         | 5             | 462   |
| Assemblers and country buyers           | 17                               | 23   | 350       | 2,650    | 52             | 14.9                | 3.9  | 11                                      | 19       | 5.4                         | 3             | 38  |
| Cooperative marketing<br>associations   | 11                               | 12   | 854       | 2,270    | 76             | 8.9                 | 4.0  | 34                                      | 30       | 3.5                         | 3             | 197   |
| Elevators                               | 15                               | 19   | 477       | 2,776    | 36             | 8.0                 | 5.8  | 15                                      | 19       | 4.0                         | 3             | 45  |
| Other types                             | 7                                | 10   | 118       | 1,517    | 8              | 6.8                 | 15.5 | 4                                       | 1        | 0.8                         | -             | 4   |

## WHOLESALE DISTRIBUTION: 1933

Census of  
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BusinessTABLE 2A. - STATE OF WYOMING NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS  
FOR STATES AND SELECTED CITIES

| Kind of Business                | Total                                 |                                       |                       |     | Kind of Business                                      | Total                                 |                                       |                       |     |
|---------------------------------|---------------------------------------|---------------------------------------|-----------------------|-----|---|---------------------------------------|---------------------------------------|-----------------------|-----|
|                                 | Wholesale<br>merchants<br>with stocks | Mfg. sales<br>branches<br>with stocks | All other<br>types 1/ |     |   | Wholesale<br>merchants<br>with stocks | Mfg. sales<br>branches<br>with stocks | All other<br>types 1/ |     |
| <u>Total</u>                    | 349                                   | 124                                   | 13                    | 212 | Groceries and foods (except farm products)            | 40                                    | 29                                    | 6                     | 3   |
| Amusement and sporting goods    | 1                                     | 1                                     | -                     | -   | Lumber and building materials (other than metal)      | 2                                     | 1                                     | -                     | 1   |
| Automotive products             | 12                                    | 12                                    | -                     | -   | Machinery, equipment and supplies (except electrical) | 12                                    | 7                                     | 4                     | 1   |
| Chemicals                       | 1                                     | 1                                     | -                     | -   | Petroleum and its products                            | 163                                   | 7                                     | -                     | 156 |
| Electrical goods                | 1                                     | 1                                     | -                     | -   | Plumbing and heating eq't. and supplies               | 1                                     | -                                     | 1                     | -   |
| Farm products-raw materials     | 35                                    | 7                                     | -                     | 28  | Tobacco and its products (except leaf)                | 5                                     | 5                                     | -                     | -   |
| Farm products-consumer goods    | 50                                    | 30                                    | -                     | 20  | Taste materials                                       | 3                                     | 3                                     | -                     | -   |
| Farm supplies                   | 3                                     | 2                                     | -                     | 1   | All other products                                    | 19                                    | 17                                    | -                     | 2   |
| Furniture and house furnishings | 1                                     | 1                                     | -                     | -   |   |                                       |                                       |                       |     |

1/ The 212 "All other types" consists of the following:

|   |     |  |    |
|---|-----|--|----|
| Limited function wholesalers                          | 6   | Assemblers and country buyers                    | 17 |
| Farm products-consumer goods                          | 2   | Farm products-raw materials                      | 10 |
| Groceries and foods (except farm products)            | 2   | Farm products-consumer goods                     | 7  |
| All other products                                    | 2   | Cooperative marketing associations               | 11 |
| Manufacturers' sales branches, without stocks         | 1   | Farm products-raw materials                      | 2  |
| Machinery, equipment and supplies (except electrical) | 1   | Farm products-consumer goods                     | 7  |
| Commission merchants                                  | 2   | Farm supplies                                    | 1  |
| Farm products-raw materials                           | 1   | Lumber and building materials (other than metal) | 1  |
| Petroleum and its products                            | 1   | Elevators (farm products-raw materials)          | 15 |
| Bulk tank stations (petroleum)                        | 155 | Cream stations (farm products-consumer goods)    | 5  |

## WHOLESALE DISTRIBUTION: 1933

12-24-4  
Census of  
American  
Business

Table 28.—STATE OF WYOMING WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                        | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Percent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <u>THE STATE</u>  | 549                                   | 19,117    | 2,745          | 14.4                   | 84                                  | 1,255    | 51            | 2,684                              |
| Wholesalers proper  | 150                                   | 11,022    | 1,568          | 14.2                   | 455                                 | 665      | 30            | 1,495                              |
| Manufacturers' sales branches                               | 14                                    | 709       | 194            | 27.4                   | 49                                  | 85       | 7             | 445                                |
| All other types   | 205                                   | 7,386     | 953            | 13.5                   | 343                                 | 513      | 14            | 746                                |
| <u>WHOLESALE PROPER</u>                                     |                                       |           |                |                        |                                     |          |               |                                    |
| Automotive products   | 12                                    | 1,069     | 225            | 20.7                   | 69                                  | 111      | 1             | 275                                |
| Farm products—raw materials                                 | 7                                     | 403       | 28             | 6.9                    | 12                                  | 9        | —             | 46                                 |
| Farm products—consumer goods                                | 31                                    | 2,244     | 426            | 19.0                   | 123                                 | 174      | 7             | 81                                 |
| Groceries and foods (except farm products)                  | 32                                    | 5,792     | 565            | 9.8                    | 169                                 | 245      | 9             | 825                                |
| Machinery, equipment and supplies (except electrical)       | 7                                     | 263       | 58             | 22.1                   | 13                                  | 11       | 3             | 126                                |
| Petroleum and its products                                  | 7                                     | 193       | 34             | 17.6                   | 12                                  | 16       | 1             | 16                                 |
| Tobacco and its products (except leaf)                      | 5                                     | 282       | 28             | 9.9                    | 9                                   | 14       | 1             | 23                                 |
| Waste materials   | 3                                     | 87        | 6              | 13.9                   | 8                                   | 5        | —             | 39                                 |
| All kinds of business                                       | 26                                    | 689       | 195            | 28.4                   | 40                                  | 70       | 8             | 66                                 |
| <u>MANUFACTURERS' SALES BRANCHES</u>                        |                                       |           |                |                        |                                     |          |               |                                    |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 495       | 157            | 31.7                   | 42                                  | 69       | —             | 428                                |
| All other kinds of business                                 | 10                                    | 214       | 37             | 17.3                   | 7                                   | 17       | 7             | 15                                 |
| <u>ALL OTHER TYPES</u>                                      |                                       |           |                |                        |                                     |          |               |                                    |
| <u>BULK TANK STATIONS (petroleum)</u>                       | 155                                   | 5,587     | 809            | 14.5                   | 279                                 | 444      | 5             | 452                                |
| <u>ASSEMBLERS AND COUNTRY BUYERS</u>                        | 17                                    | 550       | 52             | 14.9                   | 11                                  | 19       | 3             | 38                                 |
| Farm products—raw materials                                 | 10                                    | 231       | 43             | 15.3                   | 8                                   | 17       | 2             | 34                                 |
| Farm products—consumer goods                                | 7                                     | 69        | 9              | 13.0                   | 2                                   | 2        | 1             | 4                                  |
| <u>COOPERATIVE MARKETING ASSOCIATIONS</u>                   | 11                                    | 854       | 76             | 8.9                    | 34                                  | 20       | 2             | 197                                |
| Farm products—consumer goods                                | 7                                     | 675       | 57             | 8.4                    | 17                                  | 18       | 1             | 146                                |
| All other kinds of business                                 | 4                                     | 179       | 19             | 10.6                   | 17                                  | 12       | 2             | 51                                 |
| <u>ELEVATORS (grain)</u>                                    | 15                                    | 477       | 36             | 6.0                    | 15                                  | 19       | 3             | 45                                 |
| <u>OTHER TYPES</u>  | 7                                     | 118       | 8              | 6.6                    | 4                                   | 1        | —             | 4                                  |
| <u>CITIES OF 5,000 TO 20,000 POPULATION</u>                 |                                       |           |                |                        |                                     |          |               |                                    |
| <u>Total</u>  | 151                                   | 12,420    | 1,837          | 14.8                   | 549                                 | 840      | 32            | 1,904                              |
| CASPER  | 37                                    | 4,276     | 550            | 12.6                   | 166                                 | 224      | 10            | 722                                |
| CHEYENNE  | 36                                    | 4,075     | 578            | 16.6                   | 217                                 | 343      | 9             | 664                                |
| LARAMIE   | 11                                    | 702       | 102            | 14.5                   | 31                                  | 50       | 1             | 54                                 |
| ROCK SPRINGS  | 25                                    | 1,458     | 253            | 15.0                   | 64                                  | 102      | 8             | 176                                |
| SHERIDAN  | 21                                    | 1,809     | 244            | 13.5                   | 71                                  | 111      | 4             | 288                                |

## WHOLESALE DISTRIBUTION: 1933

13-20-7  
Census of  
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Table 3.—STATE OF WYOMING RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                           | Number of establishments | Total net sales | TOTAL EXPENSES |                    | RECEIPTS FROM—         |                                  |                              |        |                              |        |
|--|--------------------------|-----------------|----------------|--------------------|------------------------|----------------------------------|------------------------------|--------|------------------------------|--------|
|  |                          |                 | Amount         | Per- cent of sales | Sales of merchan- dise | Parking, storage, cleaning, etc. | Space rental                 |        | Other sources                |        |
|  |                          |                 |                |                    |                        |                                  | Number of estab- lish- ments | Amount | Number of estab- lish- ments | Amount |
| Total for State                            | 349                      | \$19,117        | \$2,745        | 14.4               | \$19,093               | \$12                             | 4                            | \$9    | 5                            | \$3    |
| Automotive products                        | 12                       | 1,089           | 225            | 20.7               | 1,076                  | 8                                | 1                            | 4      | 1                            | 1      |
| Farm products—raw materials                | 35                       | 1,338           | 117            | 8.7                | 1,335                  | 1                                | -                            | -      | 1                            | 1      |
| Farm products—consumer goods               | 50                       | 3,006           | 495            | 16.5               | 3,006                  | -                                | -                            | -      | -                            | -      |
| Farm supplies                              | 3                        | 106             | 22             | 20.8               | 104                    | 2                                | -                            | -      | -                            | -      |
| Groceries and foods (except farm products) | 40                       | 5,905           | 576            | 9.8                | 5,905                  | -                                | -                            | -      | -                            | -      |
| Petroleum and its products                 | 163                      | 5,816           | 847            | 14.6               | 5,812                  | -                                | 2                            | 4      | -                            | -      |
| Tobacco and its products (except leaf)     | 5                        | 282             | 28             | 9.9                | 282                    | -                                | -                            | -      | -                            | -      |
| Waste materials                            | 3                        | 67              | 8              | 11.9               | 67                     | -                                | -                            | -      | -                            | -      |
| All other kinds of business                | 58                       | 1,508           | 427            | 28.3               | 1,505                  | 1                                | 1                            | 1      | 1                            | 1      |





## WHOLESALE DISTRIBUTION: 1933

D-4-1  
Census of  
American  
Business

Table 5.—STATE OF MICHIGAN

DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS             | ALL ESTABLISHMENTS |                 |                | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |                                       |                 |                                       |                |                  |                               |                                     |                           |                                  |
|---|--------------------|-----------------|----------------|--|---------------------------------------|-----------------|---------------------------------------|----------------|------------------|-------------------------------|-------------------------------------|---------------------------|----------------------------------|
|   | Number             | Net sales       | Total expenses | Number of establishments                       | Percent of total for kind of business | Net sales       | Percent of total for kind of business | Total expenses |                  | Sales to retailers for resale | Sales to home consumers (at retail) | Sales to industrial users | Sales to wholesale organizations |
|   |                    |                 |                |  |                                       |                 |                                       | Amount         | Percent of sales |                               |                                     |                           |                                  |
| <b>Total for State</b>                                | <b>349</b>         | <b>\$19,117</b> | <b>\$2,745</b> | <b>272</b>                                     | <b>77.9</b>                           | <b>\$16,251</b> | <b>85.0</b>                           | <b>\$2,361</b> | <b>14.5</b>      | <b>\$13,057</b>               | <b>\$742</b>                        | <b>\$1,189</b>            | <b>\$1,263</b>                   |
| <b>WHOLESALESALES PROPER</b>                          |                    |                 |                |  |                                       |                 |                                       |                |                  |                               |                                     |                           |                                  |
| <b>Total</b>  | <b>130</b>         | <b>11,022</b>   | <b>1,568</b>   | <b>124</b>                                     | <b>95.4</b>                           | <b>10,907</b>   | <b>99.0</b>                           | <b>1,554</b>   | <b>14.2</b>      | <b>9,620</b>                  | <b>383</b>                          | <b>592</b>                | <b>312</b>                       |
| Automotive products                                   | 12                 | 1,089           | 225            | 12   | 100.0                                 | 1,089           | 100.0                                 | 225            | 20.7             | 906                           | 103                                 | 51                        | 29                               |
| Farm products—raw materials                           | 7                  | 403             | 28             | 6  | 85.7                                  | 369             | 91.6                                  | 25             | 6.8              | 17                            | -                                   | 206                       | 146                              |
| Farm products—consumer goods                          | 31                 | 2,244           | 426            | 30   | 96.8                                  | 2,233           | 99.5                                  | 423            | 18.9             | 1,996                         | 148                                 | 3                         | 86                               |
| Groceries and foods (except farm products)            | 32                 | 5,792           | 565            | 32   | 100.0                                 | 5,792           | 100.0                                 | 565            | 9.8              | 5,691                         | 23                                  | 72                        | 6                                |
| Machinery, equipment and supplies (except electrical) | 7                  | 263             | 58             | 7  | 100.0                                 | 263             | 100.0                                 | 58             | 22.1             | 19                            | -                                   | 243                       | 1                                |
| Petroleum and its products                            | 7                  | 193             | 34             | 6  | 85.7                                  | 192             | 99.5                                  | 33             | 17.2             | 179                           | 11                                  | 1                         | 1                                |
| Tobacco and its products (except leaf)                | 5                  | 282             | 28             | 5  | 100.0                                 | 282             | 100.0                                 | 28             | 9.9              | 282                           | -                                   | -                         | -                                |
| Waste materials                                       | 3                  | 67              | 8              | 1  | 33.3                                  | 4               | 6.0                                   | 2              | 50.0             | 1                             | -                                   | -                         | 3                                |
| All other kinds of business                           | 26                 | 689             | 196            | 25   | 96.2                                  | 683             | 99.1                                  | 195            | 28.6             | 529                           | 98                                  | 16                        | 40                               |
| <b>ALL OTHER TYPES</b>                                |                    |                 |                |  |                                       |                 |                                       |                |                  |                               |                                     |                           |                                  |
| <b>Total</b>  | <b>219</b>         | <b>8,095</b>    | <b>1,177</b>   | <b>148</b>                                     | <b>67.6</b>                           | <b>5,344</b>    | <b>66.0</b>                           | <b>807</b>     | <b>15.1</b>      | <b>3,437</b>                  | <b>359</b>                          | <b>597</b>                | <b>951</b>                       |
| Farm products—raw materials                           | 28                 | 935             | 89             | 24   | 85.7                                  | 831             | 88.9                                  | 81             | 9.7              | 139                           | 64                                  | 177                       | 451                              |
| Farm products—consumer goods                          | 19                 | 762             | 69             | 13   | 68.4                                  | 728             | 95.5                                  | 65             | 8.9              | 352                           | 18                                  | 9                         | 349                              |
| Farm supplies   | 1                  | (X)             | (X)            | (X)  | (X)                                   | (X)             | (X)                                   | (X)            | (X)              | (X)                           | -                                   | -                         | (X)                              |
| Groceries and foods (except farm products)            | 8                  | 113             | 11             | 8  | 100.0                                 | 113             | 100.0                                 | 11             | 9.7              | 107                           | 5                                   | 1                         | -                                |
| Lumber and building materials (other than metal)      | 1                  | (X)             | (X)            | (X)  | (X)                                   | (X)             | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | -                         | -                                |
| Machinery, equipment and supplies (except electrical) | 5                  | (X)             | (X)            | (X)  | (X)                                   | (X)             | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | -                                |
| Petroleum and its products                            | 156                | 5,623           | 813            | 95   | 60.9                                  | 3,010           | 53.5                                  | 455            | 15.1             | 2,430                         | 240                                 | 195                       | 145                              |
| Plumbing and heating equipment and supplies           | 1                  | (X)             | (X)            | (X)  | (X)                                   | (X)             | (X)                                   | (X)            | (X)              | (X)                           | -                                   | (X)                       | (X)                              |

WHOLESALE DISTRIBUTION: 1933

Table 6.—STATE OF **TENNESSEE** MONTHLY EMPLOYMENT, BY KIND OF BUSINESS  
For States and Cities of 500,000 Population and Over

| State and City<br>Kind of Business                            | Pro-<br>portion<br>of firm<br>employ-<br>ees | Names and Proportion<br>of Men and Women<br>Employed |                             | Employ-<br>ment | Average<br>number<br>of em-<br>ployees | NUMBER OF EMPLOYEES—By Months   |                             |              |               |       |       |     |      |      |        |                     |              | De-<br>cem-<br>ber |                    |
|---|--|--|-----------------------------|-----------------|--|---------------------------------|-----------------------------|--------------|---------------|-------|-------|-----|------|------|--------|---------------------|--------------|--------------------|--------------------|
|   |  | Men  |                             |                 |  | Women                           |                             | Jan-<br>uary | Feb-<br>ruary | March | April | May | June | July | August | Sep-<br>tem-<br>ber | Octo-<br>ber |                    | No-<br>vem-<br>ber |
|   |  | Em-<br>ploy-<br>ment<br>average                      | Per-<br>cent<br>of<br>total |                 |  | Em-<br>ploy-<br>ment<br>average | Per-<br>cent<br>of<br>total |              |               |       |       |     |      |      |        |                     |              |                    |                    |
| <b>Total</b>  | 151  | 669  | 82                          | 8.6             | 647                                    | 797                             | 792                         | 809          | 827           | 856   | 856   | 859 | 825  | 907  | 886    | 878                 |              |                    |                    |
| Amusement and sporting goods.....                             | 0  | 1  | -                           | 0.0             | 1                                      | 1                               | 1                           | 1            | 1             | 1     | 1     | 1   | 1    | 2    | 2      | 2                   |              |                    |                    |
| Automotive products.....                                      | 7  | 63   | 11                          | 14.5            | 62                                     | 62                              | 62                          | 67           | 66            | 68    | 68    | 67  | 72   | 72   | 72     | 72                  |              |                    |                    |
| Chemicals.....  | 0  | 5  | -                           | 0.0             | 4                                      | 5                               | 5                           | 5            | 4             | 5     | 5     | 5   | 4    | 5    | 5      | 5                   |              |                    |                    |
| Clothing and furnishings.....                                 | -  | -  | -                           | 0.0             | -                                      | -                               | -                           | -            | -             | -     | -     | -   | -    | -    | -      | -                   |              |                    |                    |
| Coal.....   | -  | -  | -                           | 0.0             | -                                      | -                               | -                           | -            | -             | -     | -     | -   | -    | -    | -      | -                   |              |                    |                    |
| Drugs and drug sundries.....                                  | -  | -  | -                           | 0.0             | -                                      | -                               | -                           | -            | -             | -     | -     | -   | -    | -    | -      | -                   |              |                    |                    |
| Dry goods.....  | -  | -  | -                           | 0.0             | -                                      | -                               | -                           | -            | -             | -     | -     | -   | -    | -    | -      | -                   |              |                    |                    |
| Electrical goods.....   | 1  | 2  | -                           | 0.0             | 2                                      | 2                               | 2                           | 2            | 2             | 2     | 2     | 2   | 2    | 2    | 2      | 2                   |              |                    |                    |
| Farm products—raw materials.....                              | 27   | 5  | 1                           | 1.5             | 39                                     | 34                              | 34                          | 32           | 34            | 34    | 31    | 33  | 69   | 55   | 41     | 37                  |              |                    |                    |
| Farm products—consumer goods.....                             | 54   | 133  | 24                          | 14.9            | 144                                    | 145                             | 145                         | 139          | 132           | 130   | 134   | 133 | 134  | 134  | 134    | 134                 |              |                    |                    |
| Farm supplies.....  | 2  | 12   | 4                           | 22.2            | 15                                     | 12                              | 11                          | 12           | 11            | 15    | 21    | 20  | 26   | 16   | 14     | 12                  |              |                    |                    |
| Furniture and house furnishings.....                          | 1  | 0  | 1                           | 100.0           | 2                                      | 2                               | 2                           | 2            | 2             | 2     | 2     | 2   | 2    | 2    | 2      | 2                   |              |                    |                    |
| General merchandise.....                                      | -  | -  | -                           | -               | 1                                      | 1                               | 1                           | 1            | 1             | 1     | 1     | 1   | 1    | 1    | 1      | 1                   |              |                    |                    |
| Groceries and foods<br>(except farm products).....            | 28   | 169  | 24                          | 12.4            | 171                                    | 166                             | 165                         | 166          | 169           | 170   | 173   | 165 | 176  | 175  | 173    | 173                 |              |                    |                    |
| Hardware.....   | -  | -  | -                           | 0.0             | 22                                     | 17                              | 14                          | 15           | 19            | 22    | 23    | 22  | 24   | 22   | 23     | 25                  |              |                    |                    |
| Jewelry and optical goods.....                                | -  | -  | -                           | 0.0             | -                                      | -                               | -                           | -            | -             | -     | -     | -   | -    | -    | -      | -                   |              |                    |                    |
| Lumber and building materials<br>(other than metal).....      | 1  | 8  | 0                           | 0.0             | 5                                      | 5                               | 5                           | 5            | 5             | 5     | 5     | 5   | 5    | 5    | 5      | 5                   |              |                    |                    |
| Machinery, equipment and supplies<br>(except electrical)..... | 6  | 64   | 9                           | 12.0            | 58                                     | 56                              | 57                          | 56           | 57            | 57    | 57    | 57  | 49   | 49   | 61     | 59                  |              |                    |                    |
| Metals (except steel).....                                    | -  | -  | -                           | 0.0             | 15                                     | 8                               | 8                           | 20           | 11            | 9     | 18    | 15  | 11   | 85   | 80     | 14                  |              |                    |                    |
| Paper and its products.....                                   | -  | -  | -                           | 0.0             | -                                      | -                               | -                           | -            | -             | -     | -     | -   | -    | -    | -      | -                   |              |                    |                    |
| Petroleum and its products.....                               | 22   | 297  | 4                           | 1.3             | 298                                    | 266                             | 271                         | 264          | 295           | 298   | 304   | 304 | 300  | 304  | 301    | 308                 |              |                    |                    |
| Plumbing and heating equipment and<br>tools.....              | 0  | 3  | 2                           | 2               | 2                                      | 2                               | 2                           | 2            | 2             | 2     | 2     | 2   | 2    | 2    | 2      | 2                   |              |                    |                    |
| Textiles and their products<br>(except wool).....             | 7  | 9  | 2                           | 20.0            | 9                                      | 12                              | 12                          | 12           | 2             | 2     | 2     | 2   | 2    | 2    | 2      | 2                   |              |                    |                    |
| Waste materials.....  | 2  | 6  | 2                           | 25.0            | 6                                      | 6                               | 6                           | 6            | 6             | 6     | 6     | 6   | 6    | 6    | 6      | 6                   |              |                    |                    |
| All other products.....                                       | 19   | 40   | -                           | 0.0             | 37                                     | 16                              | 16                          | 17           | 20            | 24    | 24    | 41  | 40   | 33   | 28     | 25                  |              |                    |                    |
|   |  |  |                             |                 | 13                                     | 6                               | 6                           | 6            | 6             | 6     | 6     | 6   | 6    | 6    | 6      | 6                   |              |                    |                    |

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WHOLESALE DISTRIBUTION: 1933

Table 7.—STATE OF **TORONTO** WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS  
For States Only

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals, a leader indicates no information or an amount less than \$500]

| TYPE OF ESTABLISHMENT<br>Kind of Business               | TOTAL                       |                            |                             |                            |                             |                             |                            |                             |                             |                            | Under \$10,000              |                             | \$10,000 to \$40,999       |                             | \$50,000 to \$99,999        |                            | \$100,000 to \$199,999      |                             | \$200,000 to \$499,999     |                             | \$500,000 to \$999,999      |                            | \$1,000,000 AND OVER        |                             |
|---|-----------------------------|----------------------------|-----------------------------|----------------------------|-----------------------------|-----------------------------|----------------------------|-----------------------------|-----------------------------|----------------------------|-----------------------------|-----------------------------|----------------------------|-----------------------------|-----------------------------|----------------------------|-----------------------------|-----------------------------|----------------------------|-----------------------------|-----------------------------|----------------------------|-----------------------------|-----------------------------|
|   | Num-ber of estab-lish-ments | Full-time em-ployees (avg) | Total per-son-els net sales | Full-time em-ployees (avg) | Num-ber of estab-lish-ments | Total per-son-els net sales | Full-time em-ployees (avg) | Num-ber of estab-lish-ments | Total per-son-els net sales | Full-time em-ployees (avg) | Num-ber of estab-lish-ments | Total per-son-els net sales | Full-time em-ployees (avg) | Num-ber of estab-lish-ments | Total per-son-els net sales | Full-time em-ployees (avg) | Num-ber of estab-lish-ments | Total per-son-els net sales | Full-time em-ployees (avg) | Num-ber of estab-lish-ments | Total per-son-els net sales | Full-time em-ployees (avg) | Num-ber of estab-lish-ments | Total per-son-els net sales |
| <b>WHOLESALE MERCHANTS</b>                              | 124                         | 444                        | 14.1                        | 25                         | 8                           | 25.6                        | 67                         | 79                          | 24.4                        | 24                         | 58                          | 24.4                        | 14                         | 55                          | 14.3                        | 8                          | 98                          | 13.0                        | 6                          | 101                         | 7.5                         | —                          | —                           | —                           |
| Amusement and sporting goods                            | 1                           | 1                          | (X)                         | —                          | 1                           | (X)                         | —                          | 1                           | (X)                         | —                          | 1                           | (X)                         | —                          | 1                           | (X)                         | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           |
| Automotive products                                     | 12                          | 69                         | 20.7                        | 1                          | —                           | 20.0                        | 4                          | 6                           | 36.2                        | —                          | —                           | —                           | —                          | —                           | —                           | —                          | 4                           | 19                          | 20.0                       | 2                           | 27                          | 15.7                       | —                           | —                           |
| Chemicals   | 1                           | 5                          | (X)                         | —                          | —                           | (X)                         | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           |
| Hardware  | 7                           | 12                         | 6.9                         | 1                          | —                           | 32.3                        | 4                          | 3                           | 7.8                         | —                          | —                           | —                           | —                          | —                           | —                           | —                          | 2                           | 9                           | 6.5                        | —                           | —                           | —                          | —                           | —                           |
| Farm products—raw materials                             | 30                          | 114                        | 18.7                        | 3                          | 1                           | 30.0                        | 12                         | 54                          | 35.4                        | 6                          | 14                          | 19.7                        | 8                          | 49                          | 13.8                        | 1                          | 16                          | 17.3                        | —                          | —                           | —                           | —                          | —                           | —                           |
| Farm supplies   | 2                           | 6                          | (X)                         | —                          | —                           | (X)                         | —                          | 1                           | 3                           | (X)                        | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           |
| Food and kindred products                               | 1                           | —                          | (X)                         | —                          | —                           | (X)                         | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           |
| Grain, oil, and foodstuffs                              | 29                          | 187                        | 9.7                         | 6                          | 2                           | 17.6                        | 7                          | 10                          | 18.4                        | 1                          | 6                           | 23.4                        | 2                          | 6                           | 18.5                        | 6                          | 42                          | 11.0                        | 6                          | 101                         | 7.5                         | —                          | —                           | —                           |
| Lumber and building materials (other than sawed lumber) | 1                           | 1                          | (X)                         | —                          | —                           | (X)                         | —                          | 1                           | (X)                         | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           |
| Machinery, equipment and supplies (except electrical)   | 7                           | 13                         | 22.1                        | 1                          | —                           | 3                           | 4                          | 33.4                        | 3                           | 9                          | 18.6                        | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           |
| Petroleum and its products                              | 7                           | 12                         | 17.6                        | 5                          | 1                           | 25.3                        | 2                          | 20.9                        | 3                           | 16.3                       | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           |
| Textile mill products (except loafs)                    | 5                           | 6                          | 11.9                        | 2                          | 5                           | 85.6                        | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           |
| Waste materials   | 19                          | 27                         | 31.6                        | 4                          | 1                           | 27.6                        | 9                          | 9                           | 26.2                        | 4                          | 17                          | 35.4                        | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           |
| All other products                                      | —                           | —                          | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           |
| <b>MANUFACTURERS' SALES BRANCHES WITH STORES</b>        | 13                          | 46                         | 27.2                        | 3                          | 1                           | 12.5                        | 8                          | 6                           | 24.2                        | 1                          | 3                           | 23.5                        | —                          | —                           | —                           | —                          | 1                           | 8                           | 30.6                       | —                           | —                           | —                          | —                           | —                           |
| Groceries and foods (except farm products)              | 6                           | 2                          | 9.7                         | 2                          | —                           | 12.5                        | 3                          | 5                           | 35.6                        | 1                          | 3                           | 23.5                        | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           |
| All other kinds of business                             | 5                           | 44                         | 12.6                        | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           | —                          | —                           | —                           |

## WHOLESALE DISTRIBUTION: 1933

12-65-1  
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Business

Table 1.—STATE OF COLORADO SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |       | NET SALES |         | TOTAL EXPENSES |                  |      | PAY ROLL                      |        |                  | Stocks on hand (end of year) |           |
|---|--------------------------|-------|-----------|---------|----------------|------------------|------|-------------------------------|--------|------------------|------------------------------|-----------|
|   | 1933                     | 1929  | 1933      | 1929    | Amount         | Percent of sales |      | Full-time employees (average) | Total  |                  |                              | Part-time |
|   |                          |       |           |         |                | 1933             | 1929 |                               | Amount | Percent of sales |                              |           |
| <u>THE STATE</u>                        | 1,823                    | 2,075 | 229,035   | 539,626 | 32,375         | 13.8             | 9.0  | 10,976                        | 15,360 | 6.4              | 531                          | 23,358    |
| <u>Wholesalers proper</u>               | 723                      | 813   | 102,647   | 254,391 | 19,944         | 19.4             | 13.1 | 6,852                         | 9,267  | 9.0              | 344                          | 15,119    |
| Wholesale merchants                     | 704                      | 789   | 100,122   | 221,568 | 19,499         | 19.5             | 13.1 | 6,636                         | 9,045  | 9.1              | 358                          | 15,049    |
| Exporters                               | -                        | 1     | -         | (X)     | -              | -                | (X)  | -                             | -      | -                | -                            | -         |
| Importers                               | 2                        | 3     | (X)       | (X)     | (X)            | (X)              | (X)  | (X)                           | (X)    | (X)              | (X)                          | (X)       |
| Limited function wholesalers            | 22                       | 20    | (X)       | 2,175   | (X)            | (X)              | 9.7  | (X)                           | (X)    | (X)              | (X)                          | (X)       |
| <u>Manufacturers' sales branches</u>    | 174                      | 187   | 46,892    | 82,148  | 6,264          | 13.4             | 11.1 | 1,590                         | 2,718  | 5.8              | 33                           | 4,959     |
| With stocks                             | 135                      | -     | 33,816    | -       | 5,114          | 15.3             | -    | 1,327                         | 2,221  | 6.5              | 30                           | 4,959     |
| Without stocks                          | 39                       | -     | 13,376    | -       | 1,150          | 8.6              | -    | 263                           | 497    | 3.7              | 6                            | -         |
| <u>Agents and brokers</u>               | 139                      | 254   | 47,995    | 124,353 | 1,493          | 3.1              | 2.6  | 541                           | 773    | 1.6              | 39                           | 304       |
| Brokers                                 | 45                       | 44    | 22,052    | 23,396  | 465            | 2.1              | 2.3  | 124                           | 232    | 1.0              | 9                            | 92        |
| Commission merchants                    | 35                       | 42    | 21,621    | 70,968  | 697            | 3.2              | 1.2  | 315                           | 394    | 1.8              | 28                           | 136       |
| Manufacturers' agents                   | 52                       | 135   | 2,303     | 17,682  | 155            | 6.7              | 7.8  | 60                            | 66     | 2.9              | 3                            | 62        |
| Other agents                            | 7                        | 33    | 1,019     | 12,307  | 156            | 15.3             | 3.6  | 42                            | 81     | 7.9              | -                            | 14        |
| <u>All other types</u>                  | 782                      | 821   | 41,301    | 108,744 | 5,274          | 12.8             | 6.1  | 1,993                         | 2,682  | 6.3              | 110                          | 2,976     |
| Bulk tank stations                      | 452                      | 360   | 17,237    | 20,224  | 2,651          | 15.6             | 16.0 | 1,118                         | 1,534  | 8.9              | 28                           | 1,324     |
| Chain store warehouses                  | 9                        | -     | 6,661     | -       | 542            | 8.1              | -    | 177                           | 223    | 3.3              | 8                            | 349       |
| Assemblers and country buyers           | 101                      | 219   | 4,647     | 23,559  | 655            | 14.1             | 5.1  | 206                           | 244    | 5.3              | 41                           | 274       |
| Cooperative marketing associations      | 42                       | 57    | 7,143     | 7,550   | 401            | 5.6              | 3.7  | 108                           | 190    | 2.7              | 23                           | 75        |
| Elevators 1/                            | 115                      | 179   | 5,168     | 23,692  | 898            | 17.4             | 4.0  | 318                           | 365    | 7.4              | 8                            | 954       |
| Cream stations 2/                       | 60                       | -     | 445       | -       | 97             | -                | -    | 56                            | 46     | 10.3             | 2                            | -         |
| Other types                             | -                        | 6     | -         | 29,715  | -              | -                | 2.2  | -                             | -      | -                | -                            | -         |
| <u>LEWIS</u>                            | 695                      | 924   | 182,285   | 395,958 | 23,342         | 12.8             | 9.4  | 7,710                         | 11,050 | 6.1              | 225                          | 16,731    |
| <u>Wholesalers proper</u>               | 402                      | 551   | 75,866    | 176,063 | 14,473         | 19.1             | 13.9 | 5,172                         | 7,059  | 9.3              | 156                          | 10,990    |
| Wholesale merchants                     | 393                      | 536   | 73,502    | 170,837 | 14,213         | 13.3             | 13.9 | 4,937                         | 6,865  | 9.3              | 152                          | 10,932    |
| Importers                               | 2                        | 3     | (X)       | 357     | (X)            | (X)              | 27.7 | (X)                           | (X)    | (X)              | (X)                          | (X)       |
| Limited function wholesalers            | 7                        | 12    | (X)       | 1,819   | (X)            | (X)              | 7.0  | (X)                           | (X)    | (X)              | (X)                          | (X)       |
| <u>Manufacturers' sales branches</u>    | 139                      | 145   | 44,658    | 71,109  | 5,339          | 13.1             | 11.3 | 1,465                         | 2,520  | 5.6              | 30                           | 4,803     |
| With stocks                             | 102                      | -     | 31,418    | -       | 4,729          | 15.1             | -    | 1,212                         | 2,042  | 6.5              | 23                           | 4,803     |
| Without stocks                          | 37                       | -     | 13,240    | -       | 1,110          | 8.4              | -    | 253                           | 478    | 3.6              | 7                            | -         |
| <u>Agents and brokers</u>               | 113                      | 218   | 44,163    | 111,652 | 1,314          | 3.0              | 2.6  | 498                           | 668    | 1.6              | 23                           | 226       |
| Brokers                                 | 32                       | 33    | 20,652    | 21,213  | 443            | 2.1              | 2.2  | 113                           | 218    | 1.0              | 5                            | 92        |
| Commission merchants                    | 22                       | 25    | 20,189    | 60,961  | 560            | 2.8              | 1.2  | 273                           | 325    | 1.6              | 15                           | 58        |
| Manufacturers' agents                   | 52                       | 133   | 2,303     | 17,572  | 155            | 6.7              | 7.7  | 60                            | 66     | 2.9              | 3                            | 62        |
| Other agents                            | 7                        | 27    | 1,019     | 11,906  | 166            | 15.3             | 3.4  | 42                            | 81     | 7.9              | -                            | 14        |
| <u>All other types</u>                  | 41                       | 20    | 17,599    | 37,134  | 1,716          | 9.8              | 4.7  | 565                           | 793    | 4.5              | 16                           | 712       |
| Bulk tank stations                      | 22                       | 12    | 4,913     | 5,554   | 668            | 14.0             | 18.0 | 288                           | 372    | 7.6              | 2                            | 266       |
| Chain store warehouses                  | 3                        | -     | 5,124     | -       | 434            | 8.5              | -    | 137                           | 172    | 3.4              | 7                            | 227       |
| Assemblers and country buyers           | 11                       | -     | 2,968     | -       | 444            | 16.8             | -    | 116                           | 161    | 5.8              | 7                            | 203       |
| Cooperative marketing associations      | 5                        | -     | 5,194     | -       | 150            | 2.9              | -    | 44                            | 88     | 1.7              | -                            | 16        |
| Other types                             | -                        | 8     | -         | 31,580  | -              | -                | 2.3  | -                             | -      | -                | -                            | -         |

1/ Includes 17 cooperative elevators with sales amounting to \$510,000.00.

2/ Cream stations were not included for the most part in 1929 data.

## WHOLESALE DISTRIBUTION: 1933

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TABLE 2A. - STATE OF COLORADO

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS

FOR STATES AND SELECTED CITIES

| Kind of Business                           | THE STATE |                        |                |                                 |         |                         |                         |                       |       | DENVER                 |                |                                 |         |                         |                         |                       |  |  |
|--|-----------|------------------------|----------------|---------------------------------|---------|-------------------------|-------------------------|-----------------------|-------|------------------------|----------------|---------------------------------|---------|-------------------------|-------------------------|-----------------------|--|--|
|  | Total     | Wholesale<br>merchants | With<br>stocks | Mfg. ests.<br>without<br>stocks | Brokers | Commission<br>merchants | Manufacturers<br>agents | All other<br>types 1/ | Total | Wholesale<br>merchants | With<br>stocks | Mfg. ests.<br>without<br>stocks | Brokers | Commission<br>merchants | Manufacturers<br>agents | All other<br>types 1/ |  |  |
|  | 1,823     | 704                    | 135            | 39                              | 45      | 35                      | 52                      | 813                   | 695   | 393                    | 103            | 37                              | 22      | 22                      | 52                      | 57                    |  |  |
| <u>Total</u>                               |           |                        |                |                                 |         |                         |                         |                       |       |                        |                |                                 |         |                         |                         |                       |  |  |
| Amusement and sporting goods               | 24        | 14                     | 6              | 4                               | -       | -                       | -                       | -                     | 22    | 12                     | 6              | 4                               | -       | -                       | -                       | -                     |  |  |
| Moving picture films                       | 13        | 4                      | 5              | 4                               | -       | -                       | -                       | -                     | 13    | 4                      | 5              | 4                               | -       | -                       | -                       | -                     |  |  |
| Sporting goods (general line)              | 5         | 4                      | 1              | -                               | -       | -                       | -                       | -                     | 4     | 3                      | 1              | -                               | -       | -                       | -                       | -                     |  |  |
| Toys, novelties, and fireworks             | 4         | 4                      | -              | -                               | -       | -                       | -                       | -                     | 3     | 3                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| All other                                  | 2         | 2                      | -              | -                               | -       | -                       | -                       | -                     | 2     | 2                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Automotive products                        | 65        | 52                     | 8              | -                               | -       | -                       | 5                       | -                     | 40    | 27                     | 8              | -                               | -       | -                       | 5                       | -                     |  |  |
| Automobiles and other motor vehicles       | 5         | 5                      | 2              | -                               | -       | -                       | -                       | -                     | 3     | 1                      | 2              | -                               | -       | -                       | -                       | -                     |  |  |
| Automotive exp't., accessories and parts   | 48        | 42                     | 1              | -                               | -       | -                       | 5                       | -                     | 27    | 21                     | 1              | -                               | -       | -                       | 5                       | -                     |  |  |
| Tires and tubes                            | 12        | 7                      | 5              | -                               | -       | -                       | -                       | -                     | 10    | 5                      | 5              | -                               | -       | -                       | -                       | -                     |  |  |
| Chemicals                                  | 16        | 9                      | 3              | -                               | -       | -                       | 4                       | -                     | 12    | 6                      | 3              | -                               | -       | -                       | 4                       | -                     |  |  |
| Industrial chemicals                       | 3         | 1                      | 1              | -                               | -       | -                       | 1                       | -                     | 3     | 1                      | 1              | -                               | -       | -                       | 1                       | -                     |  |  |
| Paints and varnishes                       | 9         | 7                      | 1              | -                               | -       | -                       | 1                       | -                     | 5     | 3                      | 1              | -                               | -       | -                       | 1                       | -                     |  |  |
| All other                                  | 4         | 1                      | 1              | -                               | -       | -                       | 2                       | -                     | 4     | 1                      | 1              | -                               | -       | -                       | 2                       | -                     |  |  |
| Clothing and furnishings                   | 30        | 16                     | 2              | -                               | 1       | -                       | 10                      | 1                     | 28    | 14                     | 2              | -                               | 1       | -                       | 10                      | 1                     |  |  |
| Clothing, men's and boys'                  | 4         | 3                      | -              | -                               | -       | -                       | 1                       | -                     | 2     | 1                      | -              | -                               | -       | -                       | -                       | 1                     |  |  |
| Clothing, women's and children's           | 10        | 5                      | -              | -                               | 1       | -                       | 4                       | -                     | 10    | 5                      | -              | -                               | 1       | -                       | 4                       | -                     |  |  |
| Furnishings (general line)                 | 1         | 1                      | -              | -                               | -       | -                       | -                       | -                     | 1     | 1                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Furnishings, men's and boys'               | 4         | 4                      | -              | -                               | -       | -                       | -                       | -                     | 4     | 4                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Hosiery                                    | 1         | -                      | 1              | -                               | -       | -                       | -                       | -                     | 1     | 1                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Millinery and millinery supplies           | 6         | 1                      | -              | -                               | -       | -                       | 5                       | -                     | 6     | 1                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Shoes and other footwear                   | 4         | 2                      | 1              | -                               | -       | -                       | 1                       | -                     | 4     | 2                      | 1              | -                               | -       | -                       | 1                       | -                     |  |  |
| Coal                                       | 17        | 7                      | -              | 4                               | 1       | -                       | -                       | 5                     | 12    | 3                      | -              | 4                               | 1       | -                       | -                       | 4                     |  |  |
| Drugs and drug sundries                    | 19        | 15                     | 3              | 2                               | -       | -                       | -                       | 1                     | 15    | 9                      | 3              | 2                               | -       | -                       | -                       | 1                     |  |  |
| Drugs (general line)                       | 8         | 7                      | -              | -                               | -       | -                       | -                       | 1                     | 4     | 3                      | -              | -                               | -       | -                       | -                       | 1                     |  |  |
| Drugs (specialty lines)                    | 4         | 1                      | 3              | -                               | -       | -                       | -                       | -                     | 4     | 1                      | 3              | -                               | -       | -                       | -                       | 1                     |  |  |
| Patent medicines                           | 1         | 1                      | -              | -                               | -       | -                       | -                       | -                     | 1     | 1                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Toilet articles and preparations           | 2         | 1                      | -              | 1                               | -       | -                       | -                       | -                     | 2     | 1                      | -              | 1                               | -       | -                       | -                       | -                     |  |  |
| All other                                  | 4         | 3                      | -              | 1                               | -       | -                       | -                       | -                     | 4     | 3                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Dry goods                                  | 8         | 7                      | -              | -                               | -       | -                       | 1                       | -                     | 7     | 6                      | -              | -                               | -       | -                       | 1                       | -                     |  |  |
| Dry goods (general line)                   | 2         | 2                      | -              | -                               | -       | -                       | -                       | -                     | 2     | 2                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Knit goods                                 | 1         | 1                      | -              | -                               | -       | -                       | -                       | -                     | 1     | 1                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Notions                                    | 1         | 1                      | -              | -                               | -       | -                       | -                       | -                     | -     | -                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Piece goods                                | 2         | 1                      | -              | -                               | -       | -                       | 1                       | -                     | 2     | 1                      | -              | -                               | -       | -                       | 1                       | -                     |  |  |
| All other                                  | 2         | 2                      | -              | -                               | -       | -                       | -                       | -                     | 2     | 2                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Electrical goods                           | 36        | 25                     | 6              | 2                               | -       | -                       | 3                       | -                     | 33    | 22                     | 6              | 2                               | -       | -                       | 3                       | -                     |  |  |
| Electrical appliances, exp't. and supplies | 27        | 16                     | 6              | 2                               | -       | -                       | 3                       | -                     | 25    | 14                     | 6              | 2                               | -       | -                       | 3                       | -                     |  |  |
| Radios and radio equipment                 | 6         | 6                      | -              | -                               | -       | -                       | -                       | -                     | 5     | 5                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Refrigerators                              | 3         | 3                      | -              | -                               | -       | -                       | -                       | -                     | 3     | 3                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Farm products-raw materials                | 197       | 20                     | -              | -                               | 3       | 20                      | -                       | 154                   | 36    | 8                      | -              | -                               | 3       | 18                      | -                       | 7                     |  |  |
| Grain                                      | 145       | 11                     | -              | -                               | -       | 2                       | -                       | 132                   | 8     | 4                      | -              | -                               | -       | 1                       | -                       | 3                     |  |  |
| Hides, skins, and furs (raw)               | 15        | 6                      | -              | -                               | -       | -                       | -                       | 9                     | 4     | 1                      | -              | -                               | -       | -                       | -                       | 3                     |  |  |
| Horses and mules                           | 2         | -                      | -              | -                               | -       | 2                       | -                       | -                     | 2     | -                      | -              | -                               | -       | 2                       | -                       | -                     |  |  |
| Livestock                                  | 24        | 1                      | -              | -                               | 3       | 15                      | -                       | 5                     | 20    | 1                      | -              | -                               | 3       | 15                      | -                       | 1                     |  |  |
| All other                                  | 11        | 2                      | -              | -                               | -       | 1                       | -                       | 8                     | 2     | 2                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Farm products-consumer goods               | 356       | 149                    | 1              | -                               | 16      | 12                      | -                       | 178                   | 95    | 71                     | 1              | -                               | 8       | 3                       | -                       | 12                    |  |  |
| Dairy products (general line)              | 26        | 22                     | -              | -                               | -       | -                       | -                       | 4                     | 3     | 3                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Butter                                     | 1         | -                      | -              | -                               | -       | -                       | -                       | 1                     | -     | -                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Cheese                                     | 2         | 1                      | 1              | -                               | -       | -                       | -                       | -                     | 2     | 1                      | 1              | -                               | -       | -                       | -                       | -                     |  |  |
| Milk and cream                             | 65        | 3                      | -              | -                               | -       | -                       | -                       | 65                    | 1     | -                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| All other dairy products                   | 4         | 4                      | -              | -                               | -       | -                       | -                       | -                     | 1     | 1                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Poultry and poultry products               | 38        | 16                     | -              | -                               | -       | 2                       | -                       | 20                    | 11    | 8                      | -              | -                               | -       | 1                       | -                       | 2                     |  |  |
| Dairy and poultry products                 | 29        | 8                      | -              | -                               | -       | -                       | -                       | 21                    | 3     | 1                      | -              | -                               | -       | -                       | -                       | 2                     |  |  |
| Fruits and vegetables (fresh)              | 183       | 91                     | -              | -                               | 16      | 10                      | -                       | 66                    | 71    | 55                     | -              | -                               | 8       | 2                       | -                       | 6                     |  |  |
| All other                                  | 5         | 4                      | -              | -                               | -       | -                       | -                       | 1                     | 3     | 2                      | -              | -                               | -       | -                       | -                       | 1                     |  |  |
| Farm supplies                              | 32        | 30                     | -              | -                               | -       | -                       | 2                       | -                     | 10    | 9                      | -              | -                               | -       | -                       | -                       | 1                     |  |  |
| Feed                                       | 18        | 17                     | -              | -                               | -       | -                       | -                       | 1                     | 5     | 5                      | -              | -                               | -       | -                       | -                       | -                     |  |  |
| Seeds                                      | 7         | 6                      | -              | -                               | -       | -                       | -                       | 1                     | 4     | 3                      | -              | -                               | -       | -                       | -                       | 1                     |  |  |
| All other                                  | 7         | 7                      | -              | -                               | -       | -                       | -                       | -                     | 1     | 1                      | -              | -                               | -       | -                       | -                       | -                     |  |  |

## WHOLESALE DISTRIBUTION, 1933

Census of  
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Business

TABLE 2A. - STATE OF COLORADO

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Kind of Business                                   | Total | THE STATE              |  |   |         |                         |                          |                       |                        | Total | DENVER                                 |   |         |                         |                          |                       |  |  |
|--|-------|------------------------|--|---|---------|-------------------------|--------------------------|-----------------------|------------------------|-------|--|---|---------|-------------------------|--------------------------|-----------------------|--|--|
|  |       | Wholesale<br>merchants | Mfg.sls.<br>branches<br>with<br>stocks | Mfg.sls.<br>branches<br>without<br>stocks | Brokers | Commission<br>merchants | Manufacturers'<br>agents | All other<br>types 1/ | Wholesale<br>merchants |       | Mfg.sls.<br>branches<br>with<br>stocks | Mfg.sls.<br>branches<br>without<br>stocks | Brokers | Commission<br>merchants | Manufacturers'<br>agents | All other<br>types 1/ |  |  |
| Furniture and house furnishings                    | 19    | 7                      | 6                                      | -   | 2       | -                       | 2                        | 2                     | 18                     | 7     | 5                                      | -   | 2       | -                       | 2                        | 2                     |  |  |
| China, glassware and crockery                      | 2     | 1                      | -                                      | -   | -       | -                       | 1                        | -                     | 2                      | 1     | -                                      | -   | -       | -                       | 1                        | -                     |  |  |
| Floor coverings                                    | 4     | 1                      | 3                                      | -   | -       | -                       | -                        | -                     | 4                      | 1     | 3                                      | -   | -       | -                       | -                        | -                     |  |  |
| Furniture  | 5     | -                      | 2                                      | -   | 1       | -                       | 1                        | 1                     | 4                      | -     | 1                                      | -   | 1       | -                       | 1                        | 1                     |  |  |
| House furnishings (except as specified)            | 8     | 5                      | 1                                      | -   | 1       | -                       | -                        | 1                     | 8                      | 5     | 1                                      | -   | 1       | -                       | -                        | 1                     |  |  |
| General merchandise                                | 1     | 1                      | -                                      | -   | -       | -                       | -                        | -                     | -                      | -     | -                                      | -   | -       | -                       | -                        | -                     |  |  |
| Groceries and foods (except farm products)         | 182   | 103                    | 39                                     | 4   | 19      | 1                       | 3                        | 13                    | 89                     | 44    | 19                                     | 4   | 14      | -                       | 3                        | 6                     |  |  |
| Groceries (general line)                           | 30    | 19                     | -                                      | -   | 3       | 1                       | -                        | 7                     | 13                     | 6     | -                                      | -   | 3       | -                       | -                        | 4                     |  |  |
| Confectionery and soft drinks                      | 23    | 20                     | -                                      | -   | -       | -                       | 1                        | 2                     | 8                      | 6     | -                                      | -   | -       | -                       | 1                        | 1                     |  |  |
| Fish and sea foods                                 | 4     | 4                      | -                                      | -   | -       | -                       | -                        | -                     | 3                      | 3     | -                                      | -   | -       | -                       | -                        | -                     |  |  |
| Meats and meat products                            | 18    | 10                     | 5                                      | 2   | -       | -                       | -                        | 1                     | 7                      | 5     | -                                      | 2   | -       | -                       | -                        | -                     |  |  |
| Other food and grocery specialties                 | 107   | 50                     | 34                                     | 2   | 16      | -                       | 2                        | 3                     | 58                     | 24    | 19                                     | 2   | 11      | -                       | 2                        | -                     |  |  |
| Hardware   | 7     | 5                      | -                                      | -   | -       | -                       | 2                        | -                     | 3                      | 1     | -                                      | -   | -       | -                       | 2                        | -                     |  |  |
| Hardware (general line)                            | 5     | 3                      | -                                      | -   | -       | -                       | 2                        | -                     | 2                      | 4     | -                                      | -   | -       | -                       | 2                        | -                     |  |  |
| Hardware (specialty lines)                         | 2     | 2                      | -                                      | -   | -       | -                       | -                        | -                     | 1                      | 1     | -                                      | -   | -       | -                       | -                        | -                     |  |  |
| Jewelry and optical goods                          | 18    | 12                     | 4                                      | 1   | -       | -                       | 1                        | -                     | 15                     | 11    | 2                                      | 1   | -       | -                       | 1                        | -                     |  |  |
| Jewelry (general line)                             | 7     | 7                      | -                                      | -   | -       | -                       | -                        | -                     | 7                      | 7     | -                                      | -   | -       | -                       | -                        | -                     |  |  |
| Clocks and watches                                 | 1     | 1                      | -                                      | -   | -       | -                       | -                        | -                     | 1                      | 1     | -                                      | -   | -       | -                       | -                        | -                     |  |  |
| Other jewelry specialties                          | 4     | 1                      | 1                                      | 1   | -       | -                       | 1                        | -                     | 4                      | 1     | 1                                      | 1   | -       | -                       | 1                        | -                     |  |  |
| Optical goods                                      | 6     | 3                      | 3                                      | -   | -       | -                       | -                        | -                     | 3                      | 2     | 1                                      | -   | -       | -                       | -                        | -                     |  |  |
| Lumber and building materials (other than metal)   | 28    | 19                     | 4                                      | -   | 2       | -                       | 3                        | -                     | 22                     | 13    | 4                                      | -   | 2       | -                       | 3                        | -                     |  |  |
| Lumber and millwork                                | 10    | 6                      | -                                      | -   | 2       | -                       | 2                        | -                     | 6                      | 2     | 1                                      | -   | 2       | -                       | 2                        | -                     |  |  |
| Asbestos products                                  | 1     | 1                      | -                                      | -   | -       | -                       | -                        | -                     | 1                      | 1     | -                                      | -   | -       | -                       | -                        | -                     |  |  |
| Brick and tile                                     | 4     | 3                      | 1                                      | -   | -       | -                       | -                        | -                     | 4                      | 3     | 1                                      | -   | -       | -                       | -                        | -                     |  |  |
| Cement   | 3     | 2                      | 1                                      | -   | -       | -                       | -                        | -                     | 3                      | 2     | 1                                      | -   | -       | -                       | -                        | -                     |  |  |
| Glass  | 3     | 2                      | 1                                      | -   | -       | -                       | -                        | -                     | 3                      | 2     | 1                                      | -   | -       | -                       | -                        | -                     |  |  |
| All other  | 7     | 6                      | -                                      | -   | -       | -                       | 1                        | -                     | 5                      | 4     | -                                      | -   | -       | -                       | 1                        | -                     |  |  |
| Machinery, exp't. and supplies (except electrical) | 104   | 50                     | 27                                     | 11  | -       | -                       | 16                       | -                     | 95                     | 45    | 25                                     | 10  | -       | -                       | 16                       | -                     |  |  |
| Commercial machinery, exp't. & supplies            | 16    | 6                      | 7                                      | -   | -       | -                       | 3                        | -                     | 16                     | 6     | 6                                      | -   | -       | -                       | 3                        | -                     |  |  |
| Construction machinery, exp't. & supplies          | 4     | 2                      | -                                      | 1   | -       | -                       | 1                        | -                     | 4                      | 2     | -                                      | 1   | -       | -                       | 1                        | -                     |  |  |
| Farm and dairy machinery and equipment             | 9     | 2                      | 5                                      | 1   | -       | -                       | 1                        | -                     | 8                      | 2     | 4                                      | 1   | -       | -                       | 1                        | -                     |  |  |
| Industrial machinery, exp't. & supplies            | 47    | 21                     | 10                                     | 7   | -       | -                       | 9                        | -                     | 44                     | 18    | 10                                     | 7   | -       | -                       | 9                        | -                     |  |  |
| Bottles and bottling equipment                     | 2     | 2                      | -                                      | -   | -       | -                       | -                        | -                     | 2                      | 2     | -                                      | -   | -       | -                       | -                        | -                     |  |  |
| Mechanical rubber goods                            | 3     | 1                      | 2                                      | -   | -       | -                       | -                        | -                     | 3                      | 1     | 2                                      | -   | -       | -                       | -                        | -                     |  |  |
| Mill and mine supplies (general line)              | 13    | 8                      | 2                                      | 1   | -       | -                       | 2                        | -                     | 10                     | 5     | 2                                      | 1   | -       | -                       | 2                        | -                     |  |  |
| All other  | 29    | 10                     | 6                                      | 6   | -       | -                       | 7                        | -                     | 29                     | 10    | 6                                      | 6   | -       | -                       | 7                        | -                     |  |  |
| Professional equipment and supplies                | 10    | 6                      | 3                                      | 1   | -       | -                       | -                        | -                     | 9                      | 5     | 3                                      | 1   | -       | -                       | -                        | -                     |  |  |
| Service equipment and supplies                     | 15    | 13                     | 2                                      | -   | -       | -                       | -                        | -                     | 14                     | 12    | 2                                      | -   | -       | -                       | -                        | -                     |  |  |
| Barber and beauty parlor exp't. & supplies         | 7     | 7                      | -                                      | -   | -       | -                       | -                        | -                     | 6                      | 6     | -                                      | -   | -       | -                       | -                        | -                     |  |  |
| Laundry equipment and supplies                     | 4     | 2                      | 2                                      | -   | -       | -                       | -                        | -                     | 4                      | 2     | 2                                      | -   | -       | -                       | -                        | -                     |  |  |
| All other  | 4     | 4                      | -                                      | -   | -       | -                       | -                        | -                     | 4                      | 4     | -                                      | -   | -       | -                       | -                        | -                     |  |  |
| Transportation equipment and supplies              | 3     | -                      | -                                      | 1   | -       | -                       | 2                        | -                     | 2                      | -     | -                                      | -   | -       | -                       | 2                        | -                     |  |  |
| Metals (except scrap)                              | 21    | 9                      | 4                                      | 7   | 1       | -                       | -                        | -                     | 21                     | 9     | 4                                      | 7   | 1       | -                       | -                        | -                     |  |  |
| Iron and metal                                     | 16    | 5                      | 3                                      | 7   | 1       | -                       | -                        | -                     | 16                     | 5     | 3                                      | 7   | 1       | -                       | -                        | -                     |  |  |
| Sheet metal products                               | 4     | 4                      | -                                      | -   | -       | -                       | -                        | -                     | 4                      | 4     | -                                      | -   | -       | -                       | -                        | -                     |  |  |
| Other metal and metal works                        | 1     | -                      | 1                                      | -   | -       | -                       | -                        | -                     | 1                      | -     | 1                                      | -   | -       | -                       | -                        | -                     |  |  |
| Paper and its products                             | 18    | 13                     | 3                                      | 1   | -       | -                       | -                        | 1                     | 15                     | 10    | 3                                      | 1   | -       | -                       | -                        | 1                     |  |  |
| Petroleum and its products                         | 439   | 38                     | 6                                      | -   | -       | 1                       | -                        | 454                   | 33                     | 9     | 1                                      | -   | -       | -                       | -                        | 23                    |  |  |
| Plumbing and heating exp't. & supplies             | 21    | 8                      | 11                                     | 1   | -       | -                       | 1                        | -                     | 16                     | 6     | 9                                      | -   | -       | -                       | 1                        | -                     |  |  |
| Heating equipment (general line)                   | 2     | 1                      | 1                                      | -   | -       | -                       | -                        | -                     | 2                      | 1     | 1                                      | -   | -       | -                       | -                        | -                     |  |  |
| Pipes, valves and fittings                         | 2     | 1                      | -                                      | -   | -       | -                       | 1                        | -                     | 2                      | 1     | -                                      | -   | -       | -                       | 1                        | -                     |  |  |
| Plumbing & heating exp't. (general line)           | 8     | 3                      | 4                                      | 1   | -       | -                       | -                        | -                     | 4                      | 2     | 2                                      | -   | -       | -                       | -                        | -                     |  |  |
| Stoves and ranges                                  | 4     | 2                      | 2                                      | -   | -       | -                       | -                        | -                     | 3                      | 1     | 2                                      | -   | -       | -                       | -                        | -                     |  |  |
| All other  | 5     | 1                      | 4                                      | -   | -       | -                       | -                        | -                     | 5                      | 1     | 4                                      | -   | -       | -                       | -                        | -                     |  |  |
| Tobacco and its products (except leaf)             | 19    | 17                     | -                                      | 1   | -       | -                       | -                        | 1                     | 9                      | 7     | -                                      | 1   | -       | -                       | -                        | -                     |  |  |

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TABLE 21. - STATE OF COLORADO

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Kind of Business                        | Total | THE STATE              |                                   |                                      |         |                         |               | Total | DENVER                |                        |                                   |                                      |         |                         |               |
|---|-------|------------------------|-----------------------------------|--------------------------------------|---------|-------------------------|---------------|-------|-----------------------|------------------------|-----------------------------------|--------------------------------------|---------|-------------------------|---------------|
|   |       | Wholesale<br>merchants | Mfgs.-<br>shops<br>with<br>stocks | Mfgs.-<br>shops<br>without<br>stocks | Brokers | Commission<br>merchants | Manufacturers |       | All other<br>types 1/ | Wholesale<br>merchants | Mfgs.-<br>shops<br>with<br>stocks | Mfgs.-<br>shops<br>without<br>stocks | Brokers | Commission<br>merchants | Manufacturers |
| Waste materials                         | 19    | 19                     | -                                 | -                                    | -       | -                       | -             | 11    | 11                    | -                      | -                                 | -                                    | -       | -                       | -             |
| Iron and steel scrap                    | 2     | 2                      | -                                 | -                                    | -       | -                       | -             | 1     | 1                     | -                      | -                                 | -                                    | -       | -                       | -             |
| Junk and scrap (general line)           | 10    | 10                     | -                                 | -                                    | -       | -                       | -             | 4     | 4                     | -                      | -                                 | -                                    | -       | -                       | -             |
| Waste paper, rags and rubber            | 7     | 7                      | -                                 | -                                    | -       | -                       | -             | 6     | 6                     | -                      | -                                 | -                                    | -       | -                       | -             |
| All other products                      | 67    | 61                     | 2                                 | 1                                    | -       | 1                       | 1             | 38    | 34                    | 1                      | 1                                 | -                                    | 1       | 1                       | -             |
| Bags and bagging                        | 4     | 4                      | -                                 | -                                    | -       | -                       | -             | 4     | 4                     | -                      | -                                 | -                                    | -       | -                       | -             |
| Beer                                    | 10    | 10                     | -                                 | -                                    | -       | -                       | -             | 2     | 2                     | -                      | -                                 | -                                    | -       | -                       | -             |
| Flowers and nursery stock               | 10    | 9                      | -                                 | -                                    | -       | 1                       | 1             | 9     | 8                     | -                      | -                                 | -                                    | 1       | 1                       | -             |
| Forest products (except lumber)         | 2     | 2                      | -                                 | -                                    | -       | -                       | -             | 2     | 2                     | -                      | -                                 | -                                    | -       | -                       | -             |
| Leather                                 | 1     | 1                      | -                                 | -                                    | -       | -                       | -             | 1     | 1                     | -                      | -                                 | -                                    | -       | -                       | -             |
| Leather goods                           | 6     | 7                      | 1                                 | -                                    | -       | -                       | -             | 7     | 6                     | 1                      | -                                 | -                                    | -       | -                       | -             |
| Newspapers and magazines                | 5     | 5                      | 3                                 | 1                                    | -       | -                       | 1             | 4     | 2                     | -                      | -                                 | 1                                    | 1       | -                       | -             |
| Oils and greases (animal and vegetable) | 1     | 1                      | -                                 | -                                    | -       | -                       | -             | 1     | 1                     | -                      | -                                 | -                                    | -       | -                       | -             |
| Rubber goods (general line)             | 2     | 2                      | -                                 | -                                    | -       | -                       | -             | 2     | 2                     | -                      | -                                 | -                                    | -       | -                       | -             |
| Wines and spiritous liquors             | 6     | 6                      | -                                 | -                                    | -       | -                       | -             | 5     | 5                     | -                      | -                                 | -                                    | -       | -                       | -             |
| Miscellaneous kinds of business         | 18    | 17                     | -                                 | -                                    | -       | -                       | -             | 2     | 2                     | -                      | -                                 | -                                    | -       | -                       | -             |

1/ The "All other types" consists of the following:

|   | THE STATE | DENVER |                                    | THE STATE | DENVER |
|---|-----------|--------|------------------------------------|-----------|--------|
| Importers                               | 2         | 2      | Chain store warehouses             | 9         | 3      |
| Fruits and vegetables (fresh)           | 1         | 1      | Drugs (general line)               | 1         | 1      |
| Seeds                                   | 1         | 1      | Poultry and poultry products       | 1         | -      |
| Limited function wholesalers            | 22        | 7      | Fruits and vegetables (fresh)      | 3         | 1      |
| Clothing, men's and boys'               | 1         | 1      | Groceries (general line)           | 4         | 1      |
| Coal                                    | 2         | 1      | Assemblers and country buyers      | 101       | 9      |
| Grain                                   | 1         | 1      | Grain                              | 15        | 1      |
| Dairy products (general line)           | 1         | -      | Hides, skins, and furs (raw)       | 9         | 3      |
| Milk and cream                          | 3         | -      | Livestock                          | 5         | -      |
| Poultry and poultry products            | 1         | -      | Other farm products-consumer goods | 2         | -      |
| Fruits and vegetables (fresh)           | 1         | -      | Dairy products (general line)      | 6         | -      |
| Groceries and foods (general line)      | 3         | 3      | Milk and cream                     | 15        | 2      |
| Confectionery and soft drinks           | 2         | 1      | Poultry and poultry products       | 16        | 2      |
| Meats and meat products                 | 1         | -      | Dairy and poultry products         | 23        | 2      |
| Other food and grocery specialties      | 3         | -      | Fruits and vegetables (fresh)      | 1         | -      |
| Tobacco and its products (except leaf)  | 1         | -      | Feed                               | 42        | 5      |
| Petroleum and its products              | 1         | -      | Cooperative marketing associations | 1         | -      |
| Miscellaneous kinds of business         | 5         | 5      | Grain                              | 2         | 1      |
| Selling agents                          | 3         | 3      | Livestock                          | 1         | -      |
| Coal                                    | 1         | 1      | Dairy products (general line)      | 1         | 1      |
| Paper and its products                  | 1         | 1      | Butter                             | 1         | 1      |
| Petroleum and its products              | 1         | 1      | Milk and cream                     | 3         | 3      |
| Other agents                            | 2         | 2      | Poultry and poultry products       | 32        | 2      |
| Furniture                               | 1         | 1      | Fruits and vegetables (fresh)      | 1         | 1      |
| House furnishings (except as specified) | 1         | 1      | Other farm products-consumer goods | 118       | 2      |
| Bulk tank stations (petroleum)          | 452       | 22     | Elevators                          | 115       | 2      |
|   |           |        | Grain                              | 3         | -      |
|   |           |        | Other farm products-raw materials  | 60        | -      |
|   |           |        | Cream stations                     | 55        | -      |
|   |           |        | Milk and cream                     | 5         | -      |
|   |           |        | Dairy and poultry products         |           |        |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF COLORADO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales        | TOTAL EXPENSES  |                             | Full-time<br>employees<br>(average) | PAY ROLL        |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|------------------|-----------------|-----------------------------|-------------------------------------|-----------------|---------------|------------------------------------|
|   |                                       |                  | Amount          | Per-<br>cent<br>of<br>sales |                                     | Total           | Part-<br>time |                                    |
| <b>THE STATE</b>  | <b>1,823</b>                          | <b>\$239,035</b> | <b>\$22,978</b> | <b>13.8</b>                 | <b>10,976</b>                       | <b>\$15,390</b> | <b>\$531</b>  | <b>\$23,358</b>                    |
| Wholesale proper  | 728                                   | 102,847          | 19,944          | 19.4                        | 6,852                               | 9,267           | 344           | 15,119                             |
| Manufacturers' sales branches                               | 174                                   | 46,892           | 6,264           | 13.4                        | 1,590                               | 2,718           | 58            | 4,959                              |
| Agents and brokers  | 139                                   | 47,995           | 1,493           | 3.1                         | 541                                 | 773             | 39            | 304                                |
| All other types   | 782                                   | 41,301           | 5,277           | 12.8                        | 1,993                               | 2,622           | 110           | 2,976                              |
| <b>WHOLESALE PROPER</b>                                     |                                       |                  |                 |                             |                                     |                 |               |                                    |
| Amusement and sporting goods                                | 14                                    | 575              | 210             | 36.8                        | 79                                  | 92              | 4             | 269                                |
| Sporting goods (general line)                               | 4                                     | 232              | 73              | 31                          | 15                                  | 23              | 1             | 76                                 |
| Toys, novelties, and fireworks                              | 4                                     | 239              | 80              | 34                          | 50                                  | 49              | 1             | 166                                |
| All other   | 6                                     | 104              | 57              | 54                          | 14                                  | 20              | 2             | 27                                 |
| Automotive products   | 52                                    | 5,376            | 1,471           | 27.4                        | 497                                 | 665             | 7             | 1,625                              |
| Automobiles and other motor vehicles                        | 5                                     | 712              | 96              | 13                          | 53                                  | 55              | 2             | 50                                 |
| Automobile equipment, accessories and parts                 | 42                                    | 1,957            | 596             | 30.5                        | 264                                 | 339             | 5             | 515                                |
| Tires and tubes   | 7                                     | 2,707            | 787             | 29                          | 181                                 | 273             | -             | 1,060                              |
| Chemicals   | 9                                     | 1,530            | 595             | 38.9                        | 206                                 | 323             | -             | 423                                |
| Clothing and furnishings                                    | 17                                    | 1,697            | 271             | 16.0                        | 64                                  | 142             | 28            | 142                                |
| Clothing, men's and boys'                                   | 4                                     | 352              | 109             | 31                          | 15                                  | 62              | 25            | 17                                 |
| Clothing, women's and children's                            | 5                                     | 895              | 70              | 8                           | 24                                  | 28              | -             | 21                                 |
| Furnishings, men's and boys'                                | 4                                     | 161              | 31              | 19                          | 8                                   | 17              | 1             | 29                                 |
| All other   | 4                                     | 301              | 61              | 20                          | 17                                  | 35              | 2             | 75                                 |
| Coal  | 9                                     | 600              | 142             | 23.7                        | 51                                  | 64              | -             | 14                                 |
| Drugs and drug sundries                                     | 13                                    | 4,271            | 572             | 13.4                        | 199                                 | 268             | 2             | 1,010                              |
| Drugs (general line)  | 7                                     | 4,162            | 525             | 12.6                        | 187                                 | 244             | 1             | 991                                |
| All other   | 6                                     | 109              | 49              | 44                          | 12                                  | 24              | 1             | 19                                 |
| Dry goods   | 7                                     | 1,317            | 251             | 19.1                        | 94                                  | 97              | -             | 268                                |
| Electrical goods  | 25                                    | 2,575            | 790             | 30.7                        | 239                                 | 416             | 2             | 411                                |
| Electrical equipment and supplies                           | 16                                    | 1,654            | 500             | 30                          | 155                                 | 230             | 2             | 287                                |
| Radios and radio equipment                                  | 6                                     | 554              | 133             | 24                          | 35                                  | 55              | -             | 69                                 |
| Refrigerators   | 3                                     | 407              | 157             | 38                          | 49                                  | 81              | -             | 75                                 |
| Farm products—raw materials                                 | 21                                    | 5,742            | 525             | 9.1                         | 142                                 | 213             | 10            | 577                                |
| Grain   | 12                                    | 4,360            | 260             | 6                           | 97                                  | 125             | 5             | 286                                |
| All other   | 9                                     | 1,382            | 265             | 19                          | 45                                  | 88              | 5             | 291                                |
| Farm products—consumer goods                                | 156                                   | 14,203           | 3,119           | 22.0                        | 887                                 | 1,163           | 150           | 437                                |
| Dairy products (general line)                               | 23                                    | 1,934            | 680             | 35                          | 215                                 | 280             | 13            | 52                                 |
| Milk and cream  | 6                                     | 142              | 43              | 30                          | 19                                  | 16              | -             | 9                                  |
| All other dairy products                                    | 4                                     | 354              | 119             | 34                          | 39                                  | 54              | 2             | 29                                 |
| Poultry and poultry products                                | 17                                    | 729              | 210             | 29                          | 65                                  | 72              | 4             | 25                                 |
| Dairy and poultry products                                  | 8                                     | 70               | 18              | 26                          | 7                                   | 6               | -             | 4                                  |
| Fruits and vegetables (fresh)                               | 93                                    | 10,237           | 1,897           | 18.5                        | 496                                 | 667             | 131           | 320                                |
| All other   | 5                                     | 737              | 154             | 21                          | 46                                  | 68              | -             | 27                                 |
| Farm supplies   | 31                                    | 5,101            | 1,198           | 23.5                        | 353                                 | 494             | 23            | 950                                |
| Feed  | 17                                    | 1,429            | 304             | 21                          | 111                                 | 120             | 7             | 213                                |
| Seeds   | 7                                     | 1,284            | 265             | 21                          | 65                                  | 116             | 16            | 294                                |
| All other   | 7                                     | 2,388            | 631             | 26                          | 177                                 | 258             | -             | 443                                |
| Furniture and house furnishings                             | 7                                     | 848              | 150             | 17.7                        | 46                                  | 60              | 1             | 231                                |
| Groceries and foods (except farm products)                  | 112                                   | 26,442           | 3,909           | 14.8                        | 1,545                               | 1,928           | 18            | 2,463                              |
| Groceries (general line)                                    | 22                                    | 16,315           | 1,950           | 12                          | 660                                 | 939             | 2             | 1,653                              |
| Confectionery and soft drinks                               | 22                                    | 1,351            | 363             | 26                          | 262                                 | 226             | 5             | 138                                |
| Fish and sea foods  | 4                                     | 410              | 82              | 20                          | 23                                  | 42              | 1             | 20                                 |
| Meats and meat products                                     | 11                                    | 2,261            | 606             | 27                          | 244                                 | 246             | 1             | 161                                |
| All other food and grocery specialties                      | 53                                    | 6,105            | 1,108           | 18                          | 356                                 | 475             | 9             | 491                                |



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For States and Cities of 5,000 Population and Over

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | TOTAL EXPENSES |        | Full-time<br>employees<br>(average) | PAY ROLL                    |       | Stocks on<br>hand (end<br>of year) |               |
|---|---------------------------------------|----------------|--------|-------------------------------------|-----------------------------|-------|------------------------------------|---------------|
|   |                                       | Net sales      | Amount |                                     | Per-<br>cent<br>of<br>sales | Total |                                    | Part-<br>time |
| <b>WHOLESALESAERS PROPER (continued)</b>                    |                                       |                |        |                                     |                             |       |                                    |               |
| Hardware  | 5                                     | \$1,258        | \$269  | 20.7                                | 77                          | \$127 | \$4                                | \$617         |
| Jewelry and optical goods                                   | 12                                    | 365            | 146    | 40.5                                | 42                          | 84    | 2                                  | 274           |
| Jewelry specialties   | 9                                     | 181            | 66     |                                     | 23                          | 32    | 2                                  | 237           |
| Optical goods   | 3                                     | 184            | 82     |                                     | 39                          | 62    | -                                  | 49            |
| Lumber and building materials<br>(other than metal)         | 19                                    | 2,755          | 702    | 25.5                                | 236                         | 361   | 17                                 | 651           |
| Lumber and millwork   | 6                                     | 696            | 156    |                                     | 51                          | 77    | 2                                  | 845           |
| Brick and tile  | 3                                     | 567            | 168    |                                     | 67                          | 101   | -                                  | 193           |
| All other   | 10                                    | 1,502          | 379    |                                     | 117                         | 183   | 15                                 | 296           |
| Machinery, equipment and supplies<br>(except electrical)    | 50                                    | 6,812          | 1,847  | 27.1                                | 728                         | 1,050 | 12                                 | 2,117         |
| Commercial machinery, eq't. and supplies                    | 6                                     | 91             | 51     |                                     | 9                           | 15    | -                                  | 19            |
| Industrial machinery, eq't. and supplies                    | 21                                    | 5,169          | 1,301  |                                     | 538                         | 775   | 10                                 | 1,587         |
| Mill and mine supplies (general line)                       | 8                                     | 4,330          | 1,023  |                                     | 427                         | 651   | 8                                  | 1,156         |
| All other   | 13                                    | 839            | 278    |                                     | 111                         | 144   | 2                                  | 449           |
| Professional equipment and supplies                         | 6                                     | 360            | 119    |                                     | 44                          | 60    | -                                  | 132           |
| Service equipment and supplies                              | 13                                    | 658            | 271    |                                     | 102                         | 127   | 2                                  | 221           |
| Barber and beauty parlor equipment<br>and supplies          | 7                                     | 397            | 173    |                                     | 66                          | 86    | 2                                  | 132           |
| All other   | 6                                     | 261            | 98     |                                     | 36                          | 39    | -                                  | 89            |
| Other machinery, equipment and supplies                     | 4                                     | 534            | 125    |                                     | 35                          | 73    | -                                  | 108           |
| Metals (except scrap)                                       | 9                                     | 1,296          | 479    | 37.0                                | 177                         | 218   | 2                                  | 342           |
| Iron and steel  | 5                                     | 132            | 39     |                                     | 15                          | 21    | 1                                  | 29            |
| Sheet metal products  | 4                                     | 1,164          | 440    |                                     | 162                         | 197   | 1                                  | 313           |
| Paper and its products                                      | 13                                    | 2,388          | 620    | 26.0                                | 189                         | 298   | 4                                  | 569           |
| Petroleum and its products                                  | 39                                    | 4,340          | 884    | 20.4                                | 517                         | 403   | 7                                  | 267           |
| Plumbing and heating equipment and supplies                 | 3                                     | 512            | 208    | 40.6                                | 52                          | 76    | 6                                  | 159           |
| Plumbing and heating eq't. (general line)                   | 3                                     | 166            | 76     |                                     | 18                          | 26    | 3                                  | 34            |
| All other   | 5                                     | 346            | 132    |                                     | 34                          | 50    | 3                                  | 125           |
| Tobacco and its products (except leaf)                      | 18                                    | 8,544          | 519    | 6.1                                 | 105                         | 159   | 5                                  | 228           |
| Waste materials   | 19                                    | 422            | 89     | 21.1                                | 62                          | 45    | 2                                  | 146           |
| Junk and scrap (general line)                               | 10                                    | 212            | 50     |                                     | 20                          | 20    | 1                                  | 120           |
| All other   | 9                                     | 210            | 39     |                                     | 42                          | 25    | 1                                  | 26            |
| All other kinds of business                                 | 63                                    | 3,878          | 985    | 25.4                                | 445                         | 521   | 38                                 | 656           |
| Bags and bagging  | 4                                     | 533            | 30     |                                     | 28                          | 19    | 1                                  | 33            |
| Beer  | 10                                    | 540            | 346    |                                     | 52                          | 59    | 9                                  | 24            |
| Flowers and nursery stock                                   | 9                                     | 170            | 72     |                                     | 30                          | 29    | 1                                  | 40            |
| Leather goods   | 7                                     | 606            | 157    |                                     | 69                          | 101   | 6                                  | 290           |
| Newspapers and magazines                                    | 3                                     | 543            | 191    |                                     | 118                         | 149   | -                                  | 75            |
| Wine and spirituous liquors                                 | 6                                     | 298            | 37     |                                     | 13                          | 13    | -                                  | 48            |
| Miscellaneous   | 24                                    | 1,188          | 352    |                                     | 136                         | 151   | 21                                 | 136           |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |                |        |                                     |                             |       |                                    |               |
|   | 135                                   | 33,516         | 5,114  | 15.3                                | 1,327                       | 2,221 | 20                                 | 4,389         |
| WITH STOCKS   | 4                                     | 344            | 222    | 30.9                                | 101                         | 157   | -                                  | 33            |
| Amusement and sporting goods                                | 8                                     | 7,040          | 825    | 11.7                                | 182                         | 401   | 3                                  | 1,996         |
| Automotive products   | 3                                     | 1,779          | 93     | 5.2                                 | 22                          | 59    | -                                  | 185           |
| Chemicals   | 3                                     | 187            | 53     | 28.3                                | 17                          | 26    | -                                  | 64            |
| Drugs and drug sundries                                     | 6                                     | 5,313          | 457    | 8.6                                 | 141                         | 209   | -                                  | 600           |
| Electrical goods  | 6                                     | 806            | 80     | 9.9                                 | 20                          | 37    | -                                  | 114           |

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Table 2B.—STATE OF COLORADO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WITH STOCKS (continued)</b>                              |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 39                                    | \$10,022  | \$1,852        | 18.5                        | 339                                 | \$575    | \$10          | \$512                              |
| Jewelry and optical goods                                   | 4                                     | 225       | 95             | 42.2                        | 34                                  | 54       | -             | 41                                 |
| Lumber and building materials<br>(other than metal)         | 4                                     | 1,351     | 191            | 14.1                        | 57                                  | 112      | 5             | 202                                |
| Machinery, equipment and supplies<br>(except electrical)    | 27                                    | 1,759     | 507            | 28.8                        | 204                                 | 285      | 4             | 775                                |
| Metals (except scrap)                                       | 4                                     | 1,278     | 75             | 5.9                         | 10                                  | 29       | 2             | 55                                 |
| Paper and its products                                      | 3                                     | 428       | 98             | 22.9                        | 33                                  | 45       | 1             | 70                                 |
| Petroleum and its products                                  | 6                                     | 300       | 89             | 29.7                        | 28                                  | 39       | -             | 45                                 |
| Plumbing and heating equipment and supplies                 | 11                                    | 1,414     | 339            | 24.0                        | 113                                 | 171      | 5             | 390                                |
| All other kinds of business                                 | 5                                     | 670       | 68             | 10.1                        | 18                                  | 24       | -             | 77                                 |
| <b>WITHOUT STOCKS</b>                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 39                                    | 13,376    | 1,150          | 8.6                         | 265                                 | 497      | 8             | -                                  |
| Coal  | 4                                     | 749       | 195            | 26.0                        | 63                                  | 101      | -             | -                                  |
| Coal  | 4                                     | 1,223     | 60             | 4.9                         | 12                                  | 26       | -             | -                                  |
| Groceries and foods (except farm products)                  | 4                                     | 3,643     | 399            | 11.0                        | 80                                  | 148      | -             | -                                  |
| Machinery, equipment and supplies<br>(except electrical)    | 11                                    | 1,471     | 139            | 9.4                         | 33                                  | 67       | 1             | -                                  |
| Metals (except scrap)                                       | 7                                     | 3,886     | 104            | 2.7                         | 22                                  | 65       | 6             | -                                  |
| All other kinds of business                                 | 9                                     | 2,404     | 255            | 10.6                        | 53                                  | 90       | 1             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| <b>BROKERS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 45                                    | 25,052    | 485            | 2.1                         | 124                                 | 232      | 6             | 92                                 |
| Farm products—consumer goods                                | 5                                     | 7,449     | 158            | 2.1                         | 31                                  | 75       | 2             | 8                                  |
| Groceries and foods (except farm products)                  | 16                                    | 3,738     | 96             | 2.6                         | 22                                  | 36       | 3             | -                                  |
| All other kinds of business                                 | 19                                    | 10,751    | 166            | 1.5                         | 57                                  | 97       | 2             | 34                                 |
| <b>COMMISSION MERCHANTS</b>                                 |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 7                                     | 1,114     | 65             | 5.8                         | 14                                  | 24       | 1             | 50                                 |
| Farm products—raw materials                                 | 35                                    | 21,621    | 697            | 3.2                         | 515                                 | 394      | 28            | 136                                |
| Farm products—consumer goods                                | 20                                    | 19,241    | 373            | 1.9                         | 91                                  | 194      | 14            | 40                                 |
| All other kinds of business                                 | 12                                    | 1,746     | 199            | 11.4                        | 183                                 | 137      | 11            | 15                                 |
| All other kinds of business                                 | 3                                     | 634       | 125            | 19.7                        | 41                                  | 65       | 3             | 81                                 |
| <b>MANUFACTURERS' AGENTS</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 52                                    | 2,303     | 155            | 6.7                         | 60                                  | 66       | 3             | 62                                 |
| Automotive products   | 5                                     | 279       | 15             | 5.4                         | 5                                   | 7        | -             | 1                                  |
| Chemicals   | 4                                     | 62        | 12             | 19.4                        | 4                                   | 6        | 1             | 5                                  |
| Clothing and furnishings                                    | 10                                    | 289       | 12             | 4.2                         | 4                                   | 2        | -             | 2                                  |
| Electrical goods  | 3                                     | 322       | 8              | 2.5                         | 5                                   | 2        | -             | -                                  |
| Groceries and foods (except farm products)                  | 3                                     | 342       | 2              | 0.6                         | -                                   | -        | -             | 1                                  |
| Lumber and building materials<br>(other than metal)         | 3                                     | 243       | 26             | 10.7                        | 10                                  | 18       | -             | 20                                 |
| Machinery, equipment and supplies<br>(except electrical)    | 16                                    | 515       | 58             | 11.3                        | 23                                  | 19       | -             | 10                                 |
| All other kinds of business                                 | 8                                     | 251       | 22             | 8.8                         | 9                                   | 12       | 2             | 25                                 |
| <b>OTHER AGENTS</b>   |                                       |           |                |                             |                                     |          |               |                                    |
| Coal  | 7                                     | 1,019     | 156            | 15.3                        | 42                                  | 81       | -             | 14                                 |
| Coal  | 3                                     | 861       | 118            | 13.7                        | 28                                  | 61       | -             | -                                  |
| All other kinds of business                                 | 4                                     | 158       | 38             | 24.1                        | 14                                  | 20       | -             | 14                                 |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| <b>BULK TANK STATIONS (petroleum)</b>                       |                                       |           |                |                             |                                     |          |               |                                    |
|   | 45X                                   | 17,237    | 2,681          | 15.6                        | 1,118                               | 1,534    | 28            | 1,324                              |
| <b>CHAIN STORE WAREHOUSES</b>                               |                                       |           |                |                             |                                     |          |               |                                    |
|   | 9                                     | 6,661     | 542            | 8.1                         | 177                                 | 225      | 6             | 343                                |
| Groceries and foods (except farm products)                  | 4                                     | 4,711     | 351            | 7.5                         | 114                                 | 155      | 2             | 50                                 |
| All other kinds of business                                 | 5                                     | 1,950     | 191            | 9.8                         | 63                                  | 70       | 6             | 299                                |

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Table 2B.—STATE OF COLORADO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS  
 For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                        | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Percent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>ALL OTHER TYPES (continued)</b>                          |                                       |           |                |                        |                                     |          |               |                                    |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                        | 101                                   | \$4,547   | \$655          | 14.1                   | 206                                 | \$244    | \$41          | \$274                              |
| Farm products-consumer goods                                | 68                                    | 2,623     | 467            | 17.8                   | 153                                 | 151      | 35            | 102                                |
| All other kinds of business                                 | 33                                    | 2,024     | 188            | 9.3                    | 53                                  | 98       | 6             | 172                                |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   | 42                                    | 7,143     | 401            | 5.6                    | 108                                 | 190      | 23            | 75                                 |
| Farm products-raw materials                                 | 3                                     | 2,472     | 64             | 2.6                    | 18                                  | 35       | -             | 17                                 |
| Farm products-consumer goods                                | 39                                    | 4,671     | 337            | 7.2                    | 90                                  | 155      | 23            | 58                                 |
| <b>ELEVATORS (grain)</b>                                    | 118                                   | 5,168     | 898            | 17.4                   | 318                                 | 385      | 8             | 954                                |
| <b>CREAM STATIONS</b>                                       | 60                                    | 445       | 97             | 21.8                   | 66                                  | 46       | 2             | -                                  |
| <b>DENVER</b>   |                                       |           |                |                        |                                     |          |               |                                    |
|   | 695                                   | 182,285   | 23,342         | 12.8                   | 7,710                               | 11,060   | 285           | 16,731                             |
| Wholesalers proper  | 402                                   | 75,965    | 14,473         | 19.1                   | 5,172                               | 7,059    | 156           | 10,990                             |
| Manufacturers' sales branches                               | 139                                   | 44,658    | 5,839          | 13.1                   | 1,465                               | 2,520    | 30            | 4,803                              |
| Agents and brokers  | 113                                   | 44,163    | 1,314          | 3.0                    | 488                                 | 698      | 23            | 226                                |
| All other types   | 41                                    | 17,599    | 1,716          | 9.8                    | 595                                 | 795      | 16            | 712                                |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                        |                                     |          |               |                                    |
| Amusement and sporting goods                                | 12                                    | 498       | 182            | 36.5                   | 75                                  | 82       | 3             | 258                                |
| Automotive products   | 27                                    | 4,374     | 1,172          | 26.8                   | 378                                 | 509      | 4             | 1,376                              |
| Tires and tubes   | 5                                     | 2,607     | 756            | 28.9                   | 166                                 | 257      | 1             | 1,027                              |
| All other   | 22                                    | 1,767     | 416            | 23.5                   | 212                                 | 252      | 3             | 849                                |
| Chemicals   | 5                                     | 1,267     | 498            | 39.3                   | 166                                 | 270      | -             | 304                                |
| Clothing and furnishings                                    | 15                                    | 1,644     | 260            | 15.8                   | 60                                  | 137      | 28            | 127                                |
| Coal  | 4                                     | 407       | 85             | 20.9                   | 32                                  | 40       | -             | 6                                  |
| Drugs and drug sundries                                     | 9                                     | 3,066     | 415            | 13.5                   | 135                                 | 205      | 1             | 700                                |
| Drugs   | 3                                     | 2,967     | 366            | 12.3                   | 121                                 | 179      | -             | 681                                |
| All other   | 6                                     | 109       | 49             | 44.9                   | 12                                  | 24       | 1             | 19                                 |
| Dry goods   | 6                                     | (X)       | (X)            | (X)                    | (X)                                 | (X)      | (X)           | (X)                                |
| Electrical goods  | 22                                    | 2,295     | 671            | 29.2                   | 209                                 | 351      | 3             | 869                                |
| Electrical equipment and supplies                           | 14                                    | 1,355     | 381            | 28.1                   | 125                                 | 215      | 2             | 226                                |
| Radios and radio equipment                                  | 5                                     | 653       | 135            | 20.7                   | 35                                  | 55       | 1             | 68                                 |
| Refrigerators   | 3                                     | 407       | 157            | 38.6                   | 49                                  | 81       | -             | 75                                 |
| Farm products-raw materials                                 | 9                                     | 4,242     | 404            | 9.5                    | 103                                 | 152      | 6             | 455                                |
| Grain   | 5                                     | 3,132     | 176            | 5.6                    | 74                                  | 87       | 3             | 137                                |
| All other   | 4                                     | 1,080     | 229            | 21.2                   | 29                                  | 65       | 3             | 268                                |
| Farm products-consumer goods                                | 72                                    | 9,424     | 1,461          | 15.5                   | 582                                 | 743      | 40            | 171                                |
| Dairy products (general line)                               | 3                                     | 866       | 378            | 43.8                   | 110                                 | 156      | 4             | 25                                 |
| Poultry and poultry products                                | 8                                     | 462       | 103            | 22.3                   | 47                                  | 53       | 1             | 18                                 |
| Fruits and vegetables (fresh)                               | 56                                    | 7,146     | 749            | 10.5                   | 356                                 | 429      | 35            | 98                                 |
| All other   | 5                                     | 950       | 231            | 24.3                   | 69                                  | 105      | -             | 20                                 |
| Farm supplies   | 10                                    | 2,932     | 681            | 23.2                   | 193                                 | 279      | 12            | 549                                |
| Seeds   | 4                                     | 1,063     | 196            | 18.4                   | 49                                  | 91       | 6             | 156                                |
| All other   | 6                                     | 1,869     | 485            | 26.0                   | 144                                 | 188      | 6             | 393                                |
| Furniture and house furnishings                             | 7                                     | 848       | 150            | 17.7                   | 45                                  | 60       | 1             | 231                                |
| Groceries and foods (except farm products)                  | 48                                    | 18,443    | 3,075          | 16.7                   | 1,212                               | 1,537    | 5             | 1,569                              |
| Groceries (general line)                                    | 9                                     | 9,554     | 1,185          | 12.4                   | 444                                 | 671      | -             | 956                                |
| Confectionery and soft drinks                               | 7                                     | 864       | 248            | 28.7                   | 230                                 | 183      | 2             | 76                                 |
| Fish and sea foods  | 3                                     | 409       | 81             | 19.8                   | 22                                  | 42       | 1             | 18                                 |
| Meats and meat products                                     | 5                                     | 2,143     | 589            | 27.5                   | 234                                 | 256      | -             | 156                                |
| Other food and grocery specialties                          | 24                                    | 5,473     | 974            | 17.8                   | 283                                 | 405      | 2             | 368                                |

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For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number<br>of estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| DENVER (continued)  |                                       |           |                |                             |                                     |          |               |                                    |
| Jewelry and optical goods                                   | 11                                    | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| Lumber and building materials<br>(other than metal)         | 13                                    | \$2,305   | \$578          | 25.1                        | 194                                 | \$295    | \$14          | \$635                              |
| Brick and tile  | 3                                     | 557       | 168            |                             | 67                                  | 101      | -             | 193                                |
| All other   | 10                                    | 1,748     | 410            |                             | 127                                 | 194      | 14            | 440                                |
| Machinery, equipment and supplies<br>(except electrical)    | 45                                    | 5,248     | 1,501          | 28.6                        | 555                                 | 617      | 12            | 1,608                              |
| Commercial machinery, eqp't. & supplies                     | 6                                     | 91        | 31             |                             | 9                                   | 15       | -             | 19                                 |
| Industrial machinery, eqp't. & supplies                     | 18                                    | 3,531     | 950            |                             | 377                                 | 543      | 10            | 1,104                              |
| Mill and mine supplies (general line)                       | 5                                     | 2,792     | 682            |                             | 255                                 | 399      | 8             | 855                                |
| All other   | 13                                    | 639       | 276            |                             | 112                                 | 144      | 2             | 449                                |
| Professional equipment and supplies                         | 5                                     | 350       | 118            |                             | 44                                  | 60       | -             | 178                                |
| Service equipment and supplies                              | 12                                    | 642       | 267            |                             | 100                                 | 126      | 2             | 199                                |
| Barber and beauty parlor<br>equipment and supplies          | 6                                     | 381       | 169            |                             | 64                                  | 87       | 2             | 110                                |
| All other   | 6                                     | 261       | 98             |                             | 35                                  | 39       | -             | 89                                 |
| All other machinery, eqp't. and supplies                    | 4                                     | 534       | 185            |                             | 55                                  | 73       | -             | 108                                |
| Metals (except scrap)                                       | 9                                     | 1,295     | 479            | 37.0                        | 177                                 | 218      | 2             | 342                                |
| Iron and steel  | 5                                     | 132       | 39             |                             | 15                                  | 21       | 1             | 29                                 |
| Sheet metal products  | 4                                     | 1,164     | 440            |                             | 162                                 | 197      | 1             | 513                                |
| Paper and its products                                      | 10                                    | 2,142     | 562            | 26.2                        | 168                                 | 271      | 4             | 594                                |
| Petroleum and its products                                  | 9                                     | 3,082     | 590            | 18.8                        | 251                                 | 310      | 2             | 162                                |
| Plumbing and heating equipment and supplies                 | 6                                     | 473       | 193            | 40.8                        | 47                                  | 66       | 3             | 120                                |
| Tobacco and its products (except leaf)                      | 7                                     | 7,062     | 428            | 6.1                         | 76                                  | 120      | 3             | 155                                |
| Waste materials   | 11                                    | 307       | 51             | 16.6                        | 51                                  | 28       | -             | 89                                 |
| Waste paper, rags and rubber                                | 6                                     | 186       | 35             |                             | 38                                  | 21       | -             | 5                                  |
| All other   | 5                                     | 121       | 18             |                             | 13                                  | 7        | -             | 84                                 |
| All other kinds of business                                 | 35                                    | 2,899     | 671            | 23.1                        | 327                                 | 401      | 11            | 664                                |
| Bags and bagging  | 4                                     | 533       | 30             |                             | 28                                  | 19       | 1             | 38                                 |
| Flowers and nursery stock                                   | 8                                     | 163       | 63             |                             | 27                                  | 26       | -             | 14                                 |
| Leather goods   | 6                                     | 528       | 156            |                             | 61                                  | 89       | 6             | 233                                |
| Wines and spirituous liquors                                | 5                                     | 294       | 55             |                             | 13                                  | 12       | -             | 43                                 |
| Miscellaneous 1/  | 12                                    | 1,381     | 407            |                             | 198                                 | 255      | 4             | 343                                |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                             |                                     |          |               |                                    |
| WINE STOCKS   | 102                                   | 31,418    | 4,729          | 15.1                        | 1,212                               | 2,042    | 23            | 4,803                              |
| Amusement and sporting goods                                | 5                                     | 944       | 292            | 30.9                        | 101                                 | 157      | -             | 35                                 |
| Automotive products   | 8                                     | 7,040     | 825            | 11.7                        | 182                                 | 401      | 3             | 1,995                              |
| Chemicals   | 3                                     | 1,779     | 93             | 5.2                         | 22                                  | 59       | -             | 166                                |
| Drugs and drug sundries                                     | 3                                     | 187       | 63             | 33.5                        | 17                                  | 26       | -             | 64                                 |
| Electrical goods  | 6                                     | 5,313     | 457            | 8.6                         | 141                                 | 209      | -             | 600                                |
| Furniture and house furnishings                             | 5                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| Groceries and foods (except farm products)                  | 19                                    | 8,361     | 1,595          | 19.1                        | 262                                 | 452      | 4             | 259                                |
| Lumber and building materials<br>(other than metal)         | 4                                     | 1,351     | 191            | 14.1                        | 57                                  | 112      | 5             | 202                                |
| Machinery, equipment and supplies<br>(except electrical)    | 25                                    | 1,715     | 494            | 28.8                        | 199                                 | 279      | 4             | 750                                |
| Metals (except scrap)                                       | 4                                     | 1,278     | 75             | 5.9                         | 18                                  | 28       | 2             | 55                                 |
| Paper and its products                                      | 3                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| Plumbing and heating equipment and supplies                 | 9                                     | 1,290     | 308            | 23.9                        | 107                                 | 162      | 4             | 363                                |
| All other kinds of business                                 | 7                                     | 993       | 181            | 18.2                        | 55                                  | 82       | -             | 138                                |

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                        | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Percent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| DENVER (continued)  |                                       |           |                |                        |                                     |          |               |                                    |
| WITHOUT STOCKS  | 37                                    | \$13,240  | \$1,110        | 8.4                    | 253                                 | \$478    | \$7           | -                                  |
| Amusement and sporting goods                                | 4                                     | 749       | 198            | 26.0                   | 63                                  | 101      | -             | -                                  |
| Coal  | 4                                     | 1,223     | 60             | 4.9                    | 12                                  | 26       | -             | -                                  |
| Groceries and foods (except farm products)                  | 4                                     | 3,643     | 399            | 11.0                   | 80                                  | 148      | -             | -                                  |
| Machinery, equipment and supplies<br>(except electrical)    | 10                                    | (X)       | (X)            | (X)                    | (X)                                 | (X)      | (X)           | (X)                                |
| Metals (except scrap)                                       | 7                                     | 3,886     | 104            | 2.7                    | 22                                  | 65       | 6             | -                                  |
| All other kinds of business                                 | 8                                     | (X)       | (X)            | (X)                    | (X)                                 | (X)      | (X)           | (X)                                |
| AGENTS AND BROKERS  |                                       |           |                |                        |                                     |          |               |                                    |
| BROKERS   | 32                                    | 20,652    | 443            | 2.1                    | 113                                 | 216      | 5             | 92                                 |
| Farm products—raw materials                                 | 3                                     | 7,449     | 158            | 2.1                    | 31                                  | 75       | 2             | 8                                  |
| Farm products—consumer goods                                | 8                                     | 3,299     | 80             | 2.4                    | 18                                  | 32       | 1             | -                                  |
| Groceries and foods (except farm products)                  | 14                                    | 8,790     | 140            | 1.6                    | 50                                  | 85       | 1             | 34                                 |
| All other kinds of business                                 | 7                                     | 1,114     | 65             | 5.8                    | 14                                  | 24       | 1             | 50                                 |
| COMMISSION MERCHANTS  | 22                                    | 20,189    | 560            | 2.8                    | 273                                 | 325      | 15            | 58                                 |
| Farm products—raw materials                                 | 18                                    | 18,807    | 367            | 2.0                    | 88                                  | 189      | 14            | 35                                 |
| All other kinds of business                                 | 4                                     | 1,382     | 193            | 14.0                   | 185                                 | 136      | 1             | 23                                 |
| MANUFACTURERS' AGENTS                                       | 52                                    | 2,303     | 155            | 6.7                    | 60                                  | 66       | 3             | 62                                 |
| Automotive products   | 5                                     | 279       | 15             | 5.4                    | 5                                   | 7        | -             | 1                                  |
| Chemicals   | 4                                     | 62        | 12             | 19.4                   | 4                                   | 6        | 1             | 5                                  |
| Clothing and furnishings                                    | 10                                    | 289       | 12             | 4.2                    | 4                                   | 2        | -             | 2                                  |
| Electrical goods  | 3                                     | 322       | 8              | 2.5                    | 5                                   | 2        | -             | -                                  |
| Groceries and foods (except farm products)                  | 3                                     | 342       | 2              | 0.6                    | -                                   | -        | -             | 1                                  |
| Lumber and building materials<br>(other than metal)         | 3                                     | 243       | 26             | 10.7                   | 10                                  | 18       | -             | 20                                 |
| Machinery, equipment and supplies<br>(except electrical)    | 16                                    | 815       | 58             | 11.3                   | 25                                  | 19       | -             | 10                                 |
| All other kinds of business                                 | 8                                     | 251       | 22             | 8.8                    | 9                                   | 12       | 2             | 23                                 |
| OTHER AGENTS  | 7                                     | 1,019     | 156            | 15.3                   | 42                                  | 81       | -             | 14                                 |
| Coal  | 3                                     | 861       | 118            | 13.7                   | 28                                  | 61       | -             | -                                  |
| All other kinds of business                                 | 4                                     | 158       | 38             | 24.1                   | 14                                  | 20       | -             | 14                                 |
| ALL OTHER TYPES   |                                       |           |                |                        |                                     |          |               |                                    |
| BULK TANK STATIONS (petroleum)                              | 22                                    | 4,913     | 688            | 14.0                   | 288                                 | 372      | 2             | 266                                |
| CHAIN STORE WAREHOUSES                                      | 3                                     | 5,124     | 434            | 8.5                    | 137                                 | 172      | 7             | 227                                |
| ASSEMBLERS AND COUNTRY BUYERS                               | 11                                    | 2,368     | 444            | 18.8                   | 118                                 | 151      | 7             | 202                                |
| Farm products—raw materials                                 | 5                                     | 1,273     | 250            | 19.6                   | 66                                  | 113      | 1             | 184                                |
| Farm products—consumer goods                                | 6                                     | 1,095     | 194            | 17.7                   | 50                                  | 48       | 6             | 19                                 |
| COOPERATIVE MARKETING ASSOCIATIONS                          | 5                                     | 5,194     | 150            | 2.9                    | 44                                  | 88       | -             | 16                                 |
| CITIES OF 50,000 TO 100,000 POPULATION                      |                                       |           |                |                        |                                     |          |               |                                    |
| PUEBLO  | 82                                    | 12,259    | 1,782          | 14.5                   | 679                                 | 908      | 36            | 1,953                              |
| Wholesalers proper  | 51                                    | 7,760     | 1,330          | 17.1                   | 544                                 | 698      | 28            | 1,684                              |
| Manufacturers' sales branches                               | 15                                    | 1,095     | 268            | 24.5                   | 75                                  | 121      | 4             | 111                                |
| Agents and brokers 1/                                       | 4                                     | 1,670     | 21             | 1.3                    | 5                                   | 9        | -             | -                                  |
| All other types   | 12                                    | 1,724     | 164            | 9.5                    | 55                                  | 80       | 4             | 158                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF COLORADO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| FURELO (continued)  |                                       |           |                |                             |                                     |          |               |                                    |
| WHOLESALEERS PROPER   |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 4                                     | \$393     | \$114          | 29.0                        | 47                                  | \$69     | \$2           | \$92                               |
| Chemicals   | 3                                     | 198       | 78             | 36.9                        | 30                                  | 40       | -             | 93                                 |
| Farm products-consumer goods                                | 10                                    | 806       | 115            | 14.3                        | 44                                  | 52       | 9             | 50                                 |
| Groceries and foods (except farm products)                  | 8                                     | 1,969     | 181            | 9.2                         | 80                                  | 79       | 1             | 207                                |
| Machinery, equipment and supplies<br>(except electrical)    | 3                                     | 1,545     | 544            | 22.3                        | 163                                 | 232      | -             | 503                                |
| Tobacco and its products (except leaf)                      | 3                                     | 777       | 32             | 4.1                         | 15                                  | 14       | 1             | 34                                 |
| All other kinds of business 2/                              | 20                                    | 2,082     | 471            | 22.6                        | 185                                 | 212      | 15            | 705                                |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 7                                     | 715       | 160            | 22.4                        | 46                                  | 71       | 2             | 32                                 |
| Machinery, equipment and supplies<br>(except electrical)    | 3                                     | 91        | 24             | 26.4                        | 7                                   | 15       | -             | 45                                 |
| All other kinds of business 3/                              | 5                                     | 289       | 84             | 29.1                        | 22                                  | 35       | 2             | 34                                 |
| ALL OTHER TYPES   |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 7                                     | 701       | 96             | 13.7                        | 31                                  | 49       | -             | 100                                |
| All other kinds of business 4/                              | 5                                     | 1,033     | 68             | 6.6                         | 24                                  | 31       | 4             | 58                                 |
| CITIES OF 20,000 TO 50,000 POPULATION                       |                                       |           |                |                             |                                     |          |               |                                    |
| COLORADO SPRINGS  |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesaleers proper   | 53                                    | 7,410     | 1,167          | 15.7                        | 396                                 | 532      | 13            | 684                                |
| All other types   | 16                                    | 1,694     | 288            | 17.0                        | 92                                  | 124      | 3             | 71                                 |
| Farm products-consumer goods                                | 17                                    | 2,298     | 409            | 17.8                        | 130                                 | 139      | 7             | 61                                 |
| Groceries and foods (except farm products)                  | 10                                    | 2,336     | 215            | 9.2                         | 98                                  | 108      | 2             | 198                                |
| Petroleum and its products                                  | 9                                     | 641       | 111            | 17.3                        | 37                                  | 57       | 1/            | 46                                 |
| All other kinds of business                                 | 17                                    | 2,155     | 432            | 20.2                        | 131                                 | 228      | 4             | 379                                |
| CITIES OF 5,000 TO 20,000 POPULATION 5/                     |                                       |           |                |                             |                                     |          |               |                                    |
| <u>Total</u>  | 257                                   | 17,649    | 2,895          | 16.4                        | 1,008                               | 1,304    | 71            | 2,113                              |
| ALAMOSA   | 19                                    | 1,044     | 183            | 17.5                        | 80                                  | 92       | 4             | 131                                |
| BOULDER   | 14                                    | 673       | 94             | 14.0                        | 41                                  | 56       | 3             | 86                                 |
| CANON CITY  | 18                                    | 1,301     | 248            | 20.6                        | 78                                  | 78       | 14            | 59                                 |
| DURANGO   | 15                                    | 746       | 112            | 15.0                        | 37                                  | 54       | 5             | 66                                 |
| FORT COLLINS  | 18                                    | 859       | 110            | 12.8                        | 35                                  | 52       | 1             | 109                                |
| GRAND JUNCTION  | 34                                    | 3,978     | 710            | 18.3                        | 227                                 | 311      | 17            | 726                                |
| GREELEY   | 24                                    | 2,695     | 335            | 12.5                        | 99                                  | 149      | 4             | 273                                |
| LA JUNETE   | 10                                    | 247       | 52             | 21.1                        | 22                                  | 27       | -             | 18                                 |
| LOCHMONT  | 15                                    | 580       | 120            | 20.7                        | 43                                  | 52       | 1             | 50                                 |
| LOVELAND  | 9                                     | 396       | 78             | 19.7                        | 29                                  | 38       | 2             | 38                                 |
| SALIDA  | 12                                    | 276       | 52             | 18.8                        | 15                                  | 22       | 3             | 28                                 |
| STERLING  | 21                                    | 1,696     | 224            | 14.0                        | 102                                 | 114      | 6             | 164                                |
| TRINIDAD  | 37                                    | 3,038     | 481            | 15.8                        | 152                                 | 200      | 10            | 273                                |
| WALSBERG  | 11                                    | 440       | 95             | 21.8                        | 42                                  | 59       | 1             | 91                                 |

1/ All dealing in groceries and foods (except farm products).

2/ Includes 2 establishments dealing in coal; 1 in drugs and drug sundries; 1 in dry goods; 2 in farm products-raw materials; 2 in farm supplies; 1 in hardware; 1 in jewelry and optical goods; 1 in lumber and building materials; 2 in paper and its products; 1 in plumbing and heating equipment and supplies; 1 in waste materials; and 5 in all other kinds of business.

3/ Includes 1 establishment dealing in furniture and house furnishings; 1 in jewelry and optical goods; 1 in petroleum and its products; and 2 in plumbing and heating equipment and supplies.

4/ Includes 4 establishments dealing in farm products-consumer goods; and 1 in grocery and foods (except farm products).

5/ Wholesale report received from the city of Englewood.

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Table 3.—STATE OF COLORADO RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                   | RECEIPTS FROM—       |                                  |                          |        |                          |          |
|---|--------------------------|-----------------|----------------|-------------------|----------------------|----------------------------------|--------------------------|--------|--------------------------|----------|
|   |                          |                 | Amount         | Per cent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental             |        | Other sources            |          |
|   |                          |                 |                |                   |                      |                                  | Number of establishments | Amount | Number of establishments | Amount   |
| Total for State                                       | 1,823                    | \$239,035       | \$32,975       | 13.8              | \$236,879            | \$474                            | 13                       | \$27   | 37                       | \$1,655  |
| Amusement and sporting goods                          | 24                       | 2,368           | 697            | 30.7              | 740                  | -                                | -                        | -      | 15                       | 1/ 1,528 |
| Automotive products                                   | 65                       | 12,695          | 2,311          | 18.2              | 12,547               | 148                              | -                        | -      | -                        | -        |
| Chemicals   | 16                       | 3,571           | 700            | 20.8              | 3,370                | -                                | -                        | -      | 1                        | 1        |
| Clothing and furnishings                              | 30                       | 2,205           | 304            | 13.8              | 2,203                | -                                | -                        | -      | -                        | -        |
| Drugs and drug sundries                               | 19                       | 4,681           | 665            | 14.2              | 4,678                | -                                | 2                        | 5      | -                        | -        |
| Electrical goods                                      | 36                       | 8,366           | 1,290          | 15.4              | 8,234                | 132                              | -                        | -      | -                        | -        |
| Farm products—raw materials                           | 197                      | 42,093          | 2,306          | 5.2               | 42,051               | 37                               | -                        | -      | 1                        | 5        |
| Farm products—consumer goods                          | 356                      | 29,686          | 4,525          | 15.2              | 29,673               | 7                                | 3                        | 4      | 2                        | 2        |
| Farm supplies   | 32                       | 5,104           | 1,198          | 23.5              | 5,103                | -                                | -                        | -      | 1                        | 1        |
| Furniture and house furnishings                       | 19                       | 2,091           | 265            | 12.6              | 2,091                | -                                | -                        | -      | -                        | -        |
| Groceries and foods (except farm products)            | 182                      | 56,268          | 6,748          | 12.0              | 56,260               | -                                | 1                        | 2      | 3                        | 6        |
| Lumber and building materials (other than metal)      | 28                       | 4,718           | 947            | 20.1              | 4,704                | 6                                | -                        | -      | 1                        | 8        |
| Machinery, equipment and supplies (except electrical) | 104                      | 10,557          | 2,551          | 24.2              | 10,378               | 106                              | -                        | -      | 10                       | 2/ 73    |
| Petroleum and its products                            | 499                      | 21,950          | 3,681          | 16.8              | 21,917               | 22                               | 4                        | 11     | -                        | -        |
| Waste materials                                       | 19                       | 422             | 89             | 21.1              | 422                  | -                                | -                        | -      | -                        | -        |
| All other kinds of business                           | 197                      | 32,562          | 4,800          | 14.7              | 32,510               | 16                               | 3                        | 5      | 5                        | 31       |

1/ Includes 13 exchanges dealing in motion picture films with income from film rentals of \$1,528,000.

2/ Includes 2 establishments dealing in machinery, equipment and supplies with receipts from machine rentals amounting to \$28,000.

## WHOLESALE DISTRIBUTION: 1933

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Table 4.—STATE OF COLORADO CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS             | ALL ESTABLISHMENTS |                | ESTABLISHMENTS REPORTING CREDIT SALES |                                       |                |                                       |                |                  |                |                  |                                       |
|---|--------------------|----------------|---------------------------------------|---------------------------------------|----------------|---------------------------------------|----------------|------------------|----------------|------------------|---------------------------------------|
|   | Number             | Net sales      | Number                                | Percent of total for kind of business | Net sales      | Percent of total for kind of business | Credit sales   |                  | Total Expenses |                  |                                       |
|   |                    |                |                                       |                                       |                |                                       | Amount         | Percent of sales | Amount         | Percent of sales |                                       |
|   |                    |                |                                       |                                       |                |                                       |                |                  |                |                  | Establishments reporting credit sales |
| <b>Total for State</b>                                | <b>1,823</b>       | <b>239,035</b> | <b>1,165</b>                          | <b>63.9</b>                           | <b>154,117</b> | <b>64.6</b>                           | <b>115,876</b> | <b>75.2</b>      | <b>48.5</b>    | <b>24,758</b>    | <b>16.1</b>                           |
| <b>WHOLESALESAERS PROPER</b>                          |                    |                |                                       |                                       |                |                                       |                |                  |                |                  |                                       |
| <b>Total</b>  | <b>728</b>         | <b>102,847</b> | <b>513</b>                            | <b>71.3</b>                           | <b>79,071</b>  | <b>76.9</b>                           | <b>58,246</b>  | <b>73.7</b>      | <b>56.6</b>    | <b>15,583</b>    | <b>13.7</b>                           |
| Amusement and sporting goods                          | 14                 | 575            | 8                                     | 57.1                                  | 538            | 93.6                                  | 464            | 86.2             | 80.7           | 177              | 32.9                                  |
| Automotive products                                   | 52                 | 5,376          | 44                                    | 84.6                                  | 2,784          | 51.8                                  | 2,176          | 78.2             | 40.5           | 711              | 25.5                                  |
| Chemicals   | 9                  | 1,630          | 8                                     | 88.9                                  | 1,455          | 96.1                                  | 918            | 63.1             | 50.0           | 574              | 39.5                                  |
| Clothing and furnishings                              | 17                 | 1,697          | 16                                    | 94.1                                  | 1,596          | 99.9                                  | 1,457          | 90.9             | 85.9           | 271              | 16.0                                  |
| Coal  | 9                  | 600            | 7                                     | 77.8                                  | 528            | 89.2                                  | 353            | 66.0             | 59.8           | 127              | 23.7                                  |
| Drugs and drug sundries                               | 13                 | 4,271          | 10                                    | 76.9                                  | 4,170          | 97.6                                  | 3,684          | 92.7             | 90.5           | 526              | 12.6                                  |
| Dry goods   | 7                  | 1,317          | 4                                     | 57.1                                  | 1,269          | 96.4                                  | 722            | 56.9             | 54.8           | 238              | 18.8                                  |
| Electrical goods                                      | 26                 | 2,575          | 17                                    | 68.0                                  | 2,348          | 91.1                                  | 1,963          | 83.7             | 76.2           | 597              | 25.5                                  |
| Farm products—raw materials                           | 21                 | 5,742          | 7                                     | 33.3                                  | 3,802          | 66.2                                  | 1,142          | 30.0             | 19.9           | 218              | 5.7                                   |
| Farm products—consumer goods                          | 156                | 14,203         | 113                                   | 72.4                                  | 12,350         | 87.0                                  | 9,354          | 80.4             | 59.8           | 2,588            | 18.2                                  |
| Farm supplies   | 31                 | 5,101          | 19                                    | 61.3                                  | 1,567          | 32.5                                  | 1,206          | 76.8             | 23.6           | 426              | 25.7                                  |
| Furniture and home furnishings                        | 7                  | 848            | 4                                     | 57.1                                  | 841            | 99.2                                  | 775            | 92.2             | 91.4           | 163              | 17.6                                  |
| Groceries and foods (except farm products)            | 112                | 26,442         | 72                                    | 64.3                                  | 14,953         | 56.6                                  | 12,311         | 82.3             | 46.6           | 2,716            | 18.2                                  |
| Hardware  | 5                  | 1,258          | 4                                     | 80.0                                  | 1,254          | 99.8                                  | 1,070          | 85.2             | 95.1           | 289              | 20.6                                  |
| Jewelry and optical goods                             | 12                 | 955            | 10                                    | 83.3                                  | 358            | 96.1                                  | 318            | 88.0             | 86.3           | 145              | 40.5                                  |
| Lumber and building materials (other than metal)      | 19                 | 2,755          | 16                                    | 78.9                                  | 2,544          | 92.3                                  | 2,293          | 90.1             | 83.2           | 544              | 25.3                                  |
| Machinery, equipment and supplies (except electrical) | 50                 | 6,812          | 39                                    | 78.0                                  | 6,458          | 94.8                                  | 2,645          | 41.0             | 38.8           | 1,767            | 27.4                                  |
| Metals (except scrap)                                 | 9                  | 1,436          | 7                                     | 77.6                                  | 1,153          | 89.0                                  | 1,109          | 96.2             | 85.6           | 433              | 37.6                                  |
| Paper and its products                                | 13                 | 2,368          | 13                                    | 100.0                                 | 2,368          | 100.0                                 | 2,117          | 88.7             | 88.7           | 620              | 26.0                                  |
| Petroleum and its products                            | 39                 | 4,340          | 29                                    | 74.4                                  | 3,968          | 91.4                                  | 1,853          | 46.7             | 42.7           | 800              | 20.2                                  |
| Plumbing and heating, equipment and supplies          | 8                  | 512            | 8                                     | 100.0                                 | 512            | 100.0                                 | 430            | 84.0             | 84.0           | 209              | 40.8                                  |
| Tobacco and its products (except leaf)                | 18                 | 6,544          | 14                                    | 77.8                                  | 6,297          | 97.1                                  | 6,703          | 80.8             | 78.5           | 509              | 6.1                                   |
| Waste materials                                       | 19                 | 422            | 7                                     | 36.8                                  | 188            | 44.5                                  | 90             | 47.9             | 21.3           | 46               | 24.5                                  |
| All other kinds of business                           | 52                 | 3,678          | 44                                    | 69.8                                  | 3,544          | 91.4                                  | 2,336          | 65.9             | 62.2           | 1,154            | 32.8                                  |
| <b>ALL OTHER TYPES</b>                                |                    |                |                                       |                                       |                |                                       |                |                  |                |                  |                                       |
| <b>Total</b>  | <b>1,095</b>       | <b>136,188</b> | <b>646</b>                            | <b>59.0</b>                           | <b>75,046</b>  | <b>55.1</b>                           | <b>57,230</b>  | <b>76.8</b>      | <b>42.3</b>    | <b>9,175</b>     | <b>12.8</b>                           |
| Amusement and sporting goods                          | 1                  | 1,693          | 4                                     | 40.0                                  | 674            | 39.8                                  | 473            | 70.2             | 27.9           | 219              | 32.5                                  |
| Automotive products                                   | 13                 | 7,319          | 8                                     | 61.5                                  | 7,040          | 96.2                                  | 5,313          | 75.5             | 72.5           | 826              | 11.7                                  |
| Chemicals   | 7                  | 1,841          | 6                                     | 65.7                                  | 1,628          | 99.3                                  | 1,626          | 99.9             | 99.2           | 103              | 5.6                                   |
| Clothing and furnishings                              | 13                 | 506            | 11                                    | 84.6                                  | 475            | 93.9                                  | 472            | 99.4             | 93.3           | 31               | 5.5                                   |
| Coal  | 8                  | (X)            | 8                                     | (X)                                   | (X)            | (X)                                   | (X)            | (X)              | (X)            | (X)              | (X)                                   |
| Drugs and drug sundries                               | 6                  | 410            | 2                                     | 33.3                                  | 177            | 43.2                                  | 101            | 57.1             | 24.6           | 48               | 27.1                                  |
| Dry goods   | 1                  | (X)            | 1                                     | (X)                                   | (X)            | (X)                                   | (X)            | (X)              | (X)            | (X)              | (X)                                   |
| Electrical goods                                      | 11                 | (X)            | 9                                     | (X)                                   | (X)            | (X)                                   | (X)            | (X)              | (X)            | (X)              | (X)                                   |
| Farm products—raw materials                           | 176                | 36,351         | 40                                    | 22.7                                  | 3,072          | 8.5                                   | 877            | 28.5             | 2.4            | 265              | 8.6                                   |
| Farm products—consumer goods                          | 200                | 15,483         | 44                                    | 22.0                                  | 7,643          | 49.4                                  | 5,143          | 57.3             | 33.2           | 641              | 8.4                                   |
| Farm supplies   | 1                  | (X)            | —                                     | —                                     | —              | —                                     | —              | —                | —              | —                | —                                     |
| Furniture and home furnishings                        | 12                 | 1,243          | 8                                     | 65.7                                  | 970            | 70.0                                  | 844            | 97.0             | 87.9           | 89               | 10.2                                  |
| Groceries and food products                           | 70                 | 29,826         | 47                                    | 57.1                                  | 18,538         | 62.2                                  | 17,210         | 92.8             | 57.7           | 2,308            | 10.4                                  |
| Hardware  | 2                  | (X)            | 1                                     | (X)                                   | (X)            | (X)                                   | (X)            | (X)              | (X)            | (X)              | (X)                                   |
| Jewelry and optical goods                             | 6                  | (X)            | 4                                     | (X)                                   | (X)            | (X)                                   | (X)            | (X)              | (X)            | (X)              | (X)                                   |
| Lumber and building materials                         | 9                  | (X)            | 9                                     | (X)                                   | (X)            | (X)                                   | (X)            | (X)              | (X)            | (X)              | (X)                                   |
| Machinery, equipment and supplies                     | 54                 | 3,745          | 41                                    | 78.9                                  | 3,401          | 90.8                                  | 3,226          | 94.9             | 86.1           | 651              | 19.4                                  |
| Metals (except scrap)                                 | 12                 | (X)            | 8                                     | (X)                                   | 4,738          | (X)                                   | (X)            | (X)              | (X)            | (X)              | (X)                                   |
| Paper and its products                                | 6                  | (X)            | 4                                     | (X)                                   | (X)            | (X)                                   | (X)            | (X)              | (X)            | (X)              | (X)                                   |
| Petroleum and its products                            | 450                | 17,610         | 377                                   | 82.0                                  | 14,038         | 79.7                                  | 5,249          | 37.4             | 29.8           | 2,245            | 16.0                                  |
| Plumbing and heating, equipment and supplies          | 15                 | (X)            | 12                                    | (X)                                   | (X)            | (X)                                   | (X)            | (X)              | (X)            | (X)              | (X)                                   |
| Tobacco and its products (except leaf)                | 1                  | (X)            | —                                     | —                                     | —              | —                                     | —              | —                | —              | —                | —                                     |
| All other products                                    | 5                  | 397            | 2                                     | 40.0                                  | 295            | 74.3                                  | 227            | 76.9             | 57.2           | 62               | 21.0                                  |



1924  
Census of  
American  
Business

WHOLESALE DISTRIBUTION: 1933

Table 5.—STATE OF COLORADO

DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS   | ALL ESTABLISHMENTS |                  |                 | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |                                       |                  |                                       |                 |                  |                               |                                     |                           |                                  |
|---|--------------------|------------------|-----------------|--|---------------------------------------|------------------|---------------------------------------|-----------------|------------------|-------------------------------|-------------------------------------|---------------------------|----------------------------------|
|   | Number             | Net sales        | Total expenses  | Number of establishments                       | Percent of total for kind of business | Net sales        | Percent of total for kind of business | Total expenses  |                  | Sales to retailers for resale | Sales to home consumers (at retail) | Sales to industrial users | Sales to wholesale organizations |
|   |                    |                  |                 |  |                                       |                  |                                       | Amount          | Percent of sales |                               |                                     |                           |                                  |
| <b>Total for State</b>                      | <b>1,823</b>       | <b>\$239,035</b> | <b>\$32,975</b> | <b>1,391</b>                                   | <b>76.3</b>                           | <b>\$192,233</b> | <b>80.4</b>                           | <b>\$25,469</b> | <b>13.2</b>      | <b>\$111,926</b>              | <b>5,241</b>                        | <b>\$49,980</b>           | <b>\$25,086</b>                  |
| <b>WHOLESALESAERS PROPER</b>                |                    |                  |                 |  |                                       |                  |                                       |                 |                  |                               |                                     |                           |                                  |
| <b>Total</b>                                | <b>728</b>         | <b>102,847</b>   | <b>19,944</b>   | <b>642</b>                                     | <b>88.2</b>                           | <b>90,057</b>    | <b>87.6</b>                           | <b>16,056</b>   | <b>17.8</b>      | <b>68,624</b>                 | <b>3,447</b>                        | <b>10,606</b>             | <b>7,380</b>                     |
| Amusement and sporting goods                | 14                 | 575              | 210             | 10   | 71.4                                  | 480              | 83.5                                  | 161             | 33.5             | 390                           | 36                                  | 48                        | 6                                |
| Automotive products                         | 52                 | 5,376            | 1,471           | 50   | 95.2                                  | 2,870            | 53.4                                  | 740             | 25.8             | 2,103                         | 439                                 | 191                       | 137                              |
| Chemicals                                   | 9                  | 1,530            | 595             | 7  | 77.8                                  | 1,378            | 90.1                                  | 556             | 40.3             | 876                           | 334                                 | 358                       |                                  |
| Clothing and furnishings                    | 17                 | 1,697            | 271             | 16   | 94.1                                  | 1,467            | 86.4                                  | 208             | 14.2             | 1,451                         | 16                                  | -                         | -                                |
| Coal  | 9                  | 600              | 142             | 5  | 55.6                                  | 317              | 52.8                                  | 45              | 14.2             | 243                           | 27                                  | 30                        | 17                               |
| Drugs and drug sundries                     | 13                 | 4,271            | 572             | 13   | 100.0                                 | 4,271            | 100.0                                 | 572             | 13.4             | 4,252                         | 6                                   | -                         | 3                                |
| Dry goods                                   | 7                  | 1,317            | 251             | 6  | 85.7                                  | 1,303            | 98.9                                  | 249             | 19.1             | 1,301                         | -                                   | 1                         | 1                                |
| Electrical goods                            | 25                 | 2,575            | 790             | 25   | 100.0                                 | 2,575            | 100.0                                 | 790             | 30.7             | 1,579                         | 270                                 | 508                       | 218                              |
| Farm products—raw materials                 | 21                 | 5,742            | 525             | 13   | 61.9                                  | 4,507            | 80.2                                  | 280             | 6.1              | 355                           | 59                                  | 1,842                     | 2,370                            |
| Farm products—consumer goods                | 156                | 14,203           | 3,119           | 137  | 87.8                                  | 13,616           | 95.9                                  | 2,487           | 18.1             | 11,957                        | 604                                 | 350                       | 59                               |
| Farm supplies                               | 31                 | 5,101            | 1,198           | 13   | 41.9                                  | 1,123            | 22.0                                  | 303             | 27.0             | 774                           | 234                                 | -                         | 115                              |
| Furniture and house furnishings             | 7                  | 848              | 150             | 7  | 100.0                                 | 848              | 100.0                                 | 150             | 17.7             | 847                           | 1                                   | -                         | -                                |
| Groceries and foods                         | 112                | 26,442           | 3,909           | 112  | 100.0                                 | 26,442           | 100.0                                 | 3,909           | 14.8             | 25,009                        | 210                                 | 759                       | 464                              |
| Hardware                                    | 5                  | 1,258            | 260             | 5  | 100.0                                 | 1,258            | 100.0                                 | 260             | 20.7             | 1,018                         | 37                                  | 172                       | 31                               |
| Jewelry and optical goods                   | 12                 | 365              | 148             | 12   | 100.0                                 | 365              | 100.0                                 | 148             | 40.5             | 244                           | -                                   | 109                       | 12                               |
| Lumber and building materials               | 19                 | 2,795            | 702             | 14   | 73.7                                  | 2,410            | 87.5                                  | 534             | 26.3             | 1,331                         | 560                                 | 277                       | 242                              |
| Machinery, eq't., and supplies              | 50                 | 6,812            | 1,647           | 48   | 96.0                                  | 6,526            | 95.8                                  | 1,792           | 27.5             | 527                           | 32                                  | 3,002                     | 2,954                            |
| Metals (except scrap)                       | 9                  | 1,295            | 479             | 5  | 55.6                                  | 165              | 14.3                                  | 73              | 39.5             | 109                           | 7                                   | 67                        | 2                                |
| Paper and its products                      | 13                 | 2,368            | 620             | 10   | 76.9                                  | 1,058            | 44.3                                  | 262             | 24.8             | 478                           | 61                                  | 51.6                      | 3                                |
| Petroleum and its products                  | 39                 | 4,340            | 684             | 33   | 84.6                                  | 4,195            | 96.7                                  | 858             | 20.5             | 2,844                         | 267                                 | 1,052                     | 32                               |
| Plumbing and heating eq't.                  | 8                  | 512              | 208             | 8  | 100.0                                 | 512              | 100.0                                 | 208             | 40.6             | 336                           | 53                                  | 119                       | 4                                |
| Tobacco and its products                    | 18                 | 8,544            | 519             | 17   | 94.4                                  | 8,252            | 96.6                                  | 453             | 5.5              | 8,226                         | 11                                  | -                         | 15                               |
| Taste materials                             | 19                 | 422              | 89              | 16   | 84.2                                  | 356              | 84.4                                  | 84              | 23.6             | 40                            | 19                                  | 269                       | 28                               |
| All other kinds of business                 | 63                 | 3,878            | 985             | 60   | 95.2                                  | 3,644            | 94.0                                  | 853             | 23.4             | 2,523                         | 184                                 | 91.6                      | 21                               |
| <b>ALL OTHER TYPES</b>                      |                    |                  |                 |  |                                       |                  |                                       |                 |                  |                               |                                     |                           |                                  |
| <b>Total</b>                                | <b>1,095</b>       | <b>136,188</b>   | <b>13,031</b>   | <b>749</b>                                     | <b>68.4</b>                           | <b>102,176</b>   | <b>75.0</b>                           | <b>9,414</b>    | <b>9.2</b>       | <b>43,302</b>                 | <b>1,794</b>                        | <b>39,374</b>             | <b>17,706</b>                    |
| Amusement and sporting goods                | 10                 | 1,693            | 487             | 3  | 30.0                                  | 349              | 20.6                                  | 124             | 35.5             | 82                            | -                                   | 257                       | 10                               |
| Automotive products                         | 13                 | 7,319            | 840             | 12   | 92.3                                  | 2,697            | 36.8                                  | 460             | 17.1             | 2,125                         | 28                                  | 248                       | 296                              |
| Chemicals                                   | 7                  | 1,841            | 105             | 6  | 85.7                                  | 98               | 5.3                                   | 32              | 32.7             | 89                            | 3                                   | 66                        | -                                |
| Clothing and furnishings                    | 13                 | 506              | 33              | 13   | 100.0                                 | 506              | 100.0                                 | 33              | 6.5              | 506                           | -                                   | -                         | -                                |
| Coal  | 8                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Drugs and drug sundries                     | 6                  | 410              | 93              | 6  | 100.0                                 | 410              | 100.0                                 | 93              | 22.7             | 305                           | 2                                   | 103                       | -                                |
| Dry goods                                   | 1                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Electrical goods                            | 11                 | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Farm products—raw materials                 | 176                | 36,351           | 1,681           | 83   | 47.2                                  | 28,434           | 78.2                                  | 810             | 2.8              | 1,129                         | 427                                 | 25,761                    | 1,117                            |
| Farm products—consumer goods                | 200                | 15,483           | 1,406           | 142  | 71.0                                  | 10,883           | 70.3                                  | 1,110           | 10.2             | 5,755                         | 201                                 | 385                       | 4,342                            |
| Farm supplies                               | 12                 | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Furniture and house furnishings             | 12                 | 1,243            | 113             | 12   | 100.0                                 | 1,243            | 100.0                                 | 113             | 9.1              | 1,046                         | 7                                   | 1                         | 189                              |
| Groceries and foods                         | 70                 | 29,826           | 2,839           | 61   | 87.1                                  | 26,365           | 88.4                                  | 2,759           | 10.5             | 16,982                        | 3                                   | 507                       | 8,873                            |
| Hardware                                    | 2                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Jewelry and optical goods                   | 6                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Lumber and building materials               | 9                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Machinery, eq't., and supplies              | 54                 | 3,745            | 704             | 48   | 88.9                                  | 3,251            | 86.8                                  | 611             | 18.8             | 626                           | 73                                  | 2,552                     | -                                |
| Metals (except scrap)                       | 12                 | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Paper and its products                      | 5                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Petroleum and its products                  | 460                | 17,610           | 2,797           | 304  | 66.1                                  | 10,674           | 60.6                                  | 1,626           | 15.2             | 9,057                         | 869                                 | 559                       | 179                              |
| Plumbing and heating equipment and supplies | 13                 | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Tobacco and its products                    | 1                  | (X)              | (X)             | (X)  | (X)                                   | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| All other products                          | 5                  | 397              | 120             | 5  | 100.0                                 | 397              | 100.0                                 | 120             | 30.2             | 370                           | -                                   | 25                        | 2                                |

Table 6.—STATE OF COLORADO MONTHLY EMPLOYMENT, BY KIND OF BUSINESS  
For States and Cities of 500,000 Population and Over

| STATE AND CITY<br>Kind of Business          | Pro-<br>pri-<br>etors<br>and<br>firm<br>man-<br>agers | Number and Proportion<br>MEN AND WOMEN<br>EMPLOYED |                             | Employ-<br>ment | Number of Employees—By Months |                             |              |               |        |        |        |        |        |        |                     |              | De-<br>cem-<br>ber |                    |
|---|---|--|-----------------------------|-----------------|-------------------------------|-----------------------------|--------------|---------------|--------|--------|--------|--------|--------|--------|---------------------|--------------|--------------------|--------------------|
|   |   | Men  |                             |                 | Women                         |                             | Jan-<br>uary | Feb-<br>ruary | March  | April  | May    | June   | July   | August | Sep-<br>tem-<br>ber | Octo-<br>ber |                    | No-<br>vem-<br>ber |
|   |   | Esti-<br>mated<br>average                          | Per-<br>cent<br>of<br>total |                 | Esti-<br>mated<br>average     | Per-<br>cent<br>of<br>total |              |               |        |        |        |        |        |        |                     |              |                    |                    |
| Total                                       | 683   | 10,383   | 1,728                       | 14.3            | 10,976                        | 10,480                      | 10,425       | 10,372        | 10,213 | 10,689 | 10,583 | 11,106 | 11,338 | 11,907 | 11,466              | 11,254       | 11,225             |                    |
| Amusement and sporting goods                | 11  | 147  | 107                         | 62.3            | 245                           | 235                         | 236          | 250           | 219    | 259    | 241    | 241    | 247    | 242    | 245                 | 231          | 240                |                    |
| Automotive products                         | 33  | 597  | 104                         | 14.9            | 684                           | 671                         | 697          | 640           | 640    | 640    | 674    | 679    | 702    | 697    | 710                 | 713          | 756                |                    |
| Chemicals                                   | 3   | 200  | 38                          | 13.4            | 232                           | 214                         | 214          | 213           | 231    | 236    | 236    | 244    | 253    | 239    | 236                 | 238          | 240                |                    |
| Clothing and furnishings                    | 17  | 79   | 51                          | 39.5            | 78                            | 77                          | 72           | 74            | 75     | 76     | 77     | 77     | 76     | 77     | 77                  | 74           | 65                 |                    |
| Coal  | 9   | 85   | 9                           | 10.1            | 92                            | 95                          | 99           | 99            | 96     | 85     | 85     | 76     | 78     | 94     | 97                  | 100          | 103                |                    |
| Drugs and drug sundries                     | 5   | 165  | 55                          | 22.4            | 229                           | 223                         | 223          | 223           | 223    | 250    | 253    | 253    | 238    | 248    | 252                 | 250          | 238                |                    |
| Dry goods                                   | 6   | 65   | 30                          | 31.2            | 94                            | 95                          | 92           | 92            | 92     | 92     | 95     | 95     | 94     | 95     | 95                  | 94           | 94                 |                    |
| Electrical goods                            | 18  | 326  | 71                          | 17.4            | 365                           | 369                         | 365          | 358           | 358    | 360    | 360    | 369    | 369    | 369    | 376                 | 362          | 416                |                    |
| Farm products—raw materials                 | 92  | 695  | 46                          | 6.2             | 655                           | 646                         | 659          | 632           | 632    | 632    | 631    | 631    | 640    | 678    | 695                 | 701          | 696                |                    |
| Farm products—consumer goods                | 255   | 1,768  | 221                         | 11.1            | 1,850                         | 1,806                       | 1,807        | 1,807         | 1,807  | 1,807  | 1,806  | 1,806  | 1,806  | 1,806  | 1,806               | 1,806        | 1,806              |                    |
| Farm supplies                               | 13  | 332  | 59                          | 13.2            | 354                           | 348                         | 357          | 351           | 351    | 351    | 351    | 351    | 351    | 351    | 351                 | 351          | 351                |                    |
| Furniture and house furnishings             | 20  | 65   | 18                          | 22.3            | 66                            | 66                          | 66           | 66            | 66     | 66     | 66     | 66     | 66     | 66     | 66                  | 66           | 66                 |                    |
| General merchandise                         | -   | 7  | 2                           | 18.2            | 9                             | 8                           | 8            | 8             | 8      | 8      | 8      | 8      | 8      | 8      | 8                   | 8            | 8                  |                    |
| Groceries and foods                         | 96  | 1,850  | 384                         | 17.2            | 2,132                         | 2,147                       | 2,132        | 2,147         | 2,147  | 2,147  | 2,147  | 2,147  | 2,147  | 2,147  | 2,147               | 2,147        | 2,147              |                    |
| Hardware                                    | 2   | 76   | 8                           | 9.4             | 78                            | 78                          | 78           | 78            | 78     | 78     | 78     | 78     | 78     | 78     | 78                  | 78           | 78                 |                    |
| Jewelry and optical goods                   | 8   | 80   | 21                          | 20.7            | 90                            | 88                          | 88           | 88            | 88     | 88     | 88     | 88     | 88     | 88     | 88                  | 88           | 88                 |                    |
| Lumber and building materials               | 9   | 317  | 42                          | 11.1            | 309                           | 294                         | 293          | 293           | 293    | 300    | 300    | 300    | 300    | 300    | 300                 | 300          | 300                |                    |
| Machinery, equipment and supplies           | 49  | 849  | 177                         | 17.3            | 936                           | 925                         | 925          | 925           | 925    | 925    | 925    | 925    | 925    | 925    | 925                 | 925          | 925                |                    |
| Metals (except steel)                       | 6   | 201  | 28                          | 12.1            | 218                           | 194                         | 202          | 191           | 213    | 203    | 214    | 211    | 196    | 232    | 240                 | 277          | 244                |                    |
| Paper and its products                      | 5   | 181  | 54                          | 22.9            | 225                           | 221                         | 221          | 221           | 221    | 221    | 221    | 221    | 221    | 221    | 221                 | 221          | 221                |                    |
| Petroleum and its products                  | 91  | 1,476  | 66                          | 4.4             | 1,471                         | 1,465                       | 1,465        | 1,465         | 1,465  | 1,465  | 1,465  | 1,465  | 1,465  | 1,465  | 1,465               | 1,465        | 1,465              |                    |
| Plumbing and heating equipment and supplies | 7   | 171  | 38                          | 15.4            | 177                           | 182                         | 173          | 172           | 168    | 174    | 170    | 171    | 171    | 177    | 177                 | 177          | 178                |                    |
| Tobacco and its products                    | 17  | 101  | 25                          | 19.4            | 109                           | 113                         | 122          | 111           | 89     | 89     | 111    | 111    | 111    | 111    | 111                 | 111          | 111                |                    |
| Textiles (except wool)                      | 13  | 101  | 17                          | 7               | 109                           | 109                         | 109          | 109           | 109    | 109    | 109    | 109    | 109    | 109    | 109                 | 109          | 109                |                    |
| Waste materials                             | 15  | 86   | 12                          | 12.7            | 62                            | 56                          | 51           | 51            | 53     | 68     | 68     | 74     | 75     | 75     | 75                  | 75           | 75                 |                    |
| All other products                          | 46  | 473  | 83                          | 14.4            | 468                           | 509                         | 500          | 503           | 415    | 401    | 518    | 521    | 521    | 521    | 521                 | 521          | 521                |                    |



## WHOLESALE DISTRIBUTION: 1933

Census of  
American  
Business

Table 1.—STATE OF NEW MEXICO SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF<br>ESTABLISH-<br>MENTS |      | NET SALES |          | TOTAL EXPENSES |                     |      | Full-time<br>employees<br>(average) | PAY ROLL |               |        | Stocks<br>on<br>hand<br>(end<br>of<br>year) |
|---|----------------------------------|------|-----------|----------|----------------|---------------------|------|-------------------------------------|----------|---------------|--------|---|
|   | 1933                             | 1929 | 1933      | 1929     | Amount         | Percent<br>of sales |      |                                     | Total    | Part-<br>time |        |   |
|   |                                  |      |           |          |                | 1933                | 1929 |                                     |          |               | Amount |   |
| <u>THE STATE</u>                        | 448                              | 317  | \$27,892  | \$53,547 | \$4,150        | 14.9                | 9.6  | 1,233                               | \$1,937  | 6.9           | 61     | \$4,151                                     |
| <u>Wholesalers proper</u>               | 148                              | 97   | 14,508    | 28,882   | 2,100          | 14.5                | 10.5 | 726                                 | 1,013    | 7.0           | 29     | 2,846                                       |
| Wholesale merchants                     | 141                              | 97   | 14,409    | 28,882   | 2,075          | 14.4                | 10.5 | 713                                 | 1,002    | 7.0           | 26     | 2,841                                       |
| Limited function wholesalers            | 7                                | -    | 99        | -        | 25             | 25.3                | -    | 13                                  | 11       | 11.1          | 3      | 5   |
| <u>Manufacturers' sales branches</u>    | 16                               | 9    | 909       | 1,597    | 149            | 16.4                | 6.5  | 36                                  | 56       | 6.2           | 4      | 370   |
| <u>Agents and brokers</u>               | 7                                | 10   | 2,875     | (X)      | 55             | 1.9                 | (X)  | 14                                  | 29       | 1.0           | 3      | 76  |
| Brokers                                 | 5                                | 6    | (X)       | 3,836    | (X)            | (X)                 | 3.6  | (X)                                 | (X)      | (X)           | (X)    | (X)   |
| Commission merchants                    | 1                                | 2    | (X)       | (X)      | (X)            | (X)                 | (X)  | (X)                                 | (X)      | (X)           | (X)    | (X)   |
| Manufacturers' agents                   | 1                                | -    | (X)       | -        | (X)            | (X)                 | -    | (X)                                 | (X)      | (X)           | (X)    | (X)   |
| Other agents                            | -                                | 2    | -         | (X)      | -              | -                   | (X)  | -                                   | -        | -             | -      | -   |
| <u>All other types</u>                  | 277                              | 201  | 9,800     | (X)      | 1,846          | 19.2                | (X)  | 517                                 | 839      | 9.7           | 25     | 859   |
| Bulk tank stations                      | 229                              | 147  | 7,310     | 7,247    | 1,534          | 21.0                | 21.0 | 432                                 | 722      | 9.9           | 10     | 524   |
| Chain store warehouses                  | 1                                | 2    | (X)       | (X)      | (X)            | (X)                 | (X)  | (X)                                 | (X)      | (X)           | -      | (X)   |
| Assemblers and country buyers           | 20                               | 34   | 1,100     | 5,040    | 151            | 13.7                | 5.0  | 30                                  | 47       | 4.3           | 8      | 56  |
| Cream stations <sup>1/</sup>            | 13                               | -    | 51        | -        | 2              | 3.9                 | -    | 4                                   | 1        | 2.0           | -      | -   |
| Cooperative marketing<br>association    | 3                                | 7    | (X)       | (X)      | (X)            | (X)                 | (X)  | (X)                                 | (X)      | (X)           | (X)    | (X)   |
| Elevators <sup>2/</sup>                 | 11                               | 11   | 852       | 5,063    | 109            | 12.8                | 3.2  | 28                                  | 45       | 5.3           | 7      | 264   |

<sup>1/</sup> Cream stations in most part were not included in 1929 data.

<sup>2/</sup> Includes 1 cooperative elevator.

## WHOLESALE DISTRIBUTION: 1933

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TABLE 2A. - STATE OF NEW MEXICO

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS  
FOR STATES AND SELECTED CITIES

| Kind of Business                | Total | Wholesale<br>merchants | Wholesale<br>merchants<br>with stocks | All other<br>types <sup>1/</sup> | Kind of Business   | Total | Wholesale<br>merchants | Wholesale<br>merchants<br>with stocks | All other<br>types <sup>1/</sup> |
|---------------------------------|-------|------------------------|---------------------------------------|----------------------------------|--|-------|------------------------|---------------------------------------|----------------------------------|
|                                 |       |                        |                                       |                                  |  |       |                        |                                       |                                  |
| <u>Total</u>                    | 448   | 141                    | 15                                    | 232                              | Groceries and foods (except farm products)               | 51    | 51                     | 5                                     | 5                                |
| Amusement and sporting goods    | 2     | 2                      | -                                     | -                                | Hardware   | 4     | 4                      | -                                     | -                                |
| Automotive products             | 10    | 8                      | -                                     | 2                                | Jewelry and optical goods                                | 6     | 3                      | 1                                     | -                                |
| Coal                            | 4     | 3                      | -                                     | 1                                | Lumber and building materials (other than<br>metal)      | 3     | 3                      | -                                     | -                                |
| Drugs and drug sundries         | 1     | 1                      | -                                     | -                                | Machinery, equipment and supplies (except<br>electrical) | 13    | 7                      | 6                                     | -                                |
| Electrical goods                | 1     | 1                      | -                                     | -                                | Petroleum and its products                               | 236   | 5                      | 1                                     | 230                              |
| Farm products-raw materials     | 27    | 3                      | -                                     | 24                               | Plumbing and heating exp't. and supplies                 | 1     | -                      | 1                                     | -                                |
| Farm products-consumer goods    | 56    | 26                     | -                                     | 29                               | Tobacco and its products (except leaf)                   | 3     | 3                      | -                                     | -                                |
| Farm supplies                   | 5     | 4                      | -                                     | 1                                | Taste materials  | 3     | 3                      | -                                     | -                                |
| Furniture and house furnishings | 3     | 2                      | 1                                     | -                                | All other products                                       | 8     | 8                      | -                                     | -                                |
| General merchandise             | 4     | 4                      | -                                     | -                                |  |       |                        |                                       |                                  |

<sup>1/</sup> The 232 "All other types" consists of the following:

|  |     |   |    |
|--|-----|---|----|
| Limited function wholesalers   | 7   | Assemblers and country buyers   | 20 |
| Automotive products  | 1   | Farm products-raw materials   | 11 |
| Farm products-consumer goods   | 3   | Farm products-consumer goods  | 8  |
| Groceries and foods (except farm products)                               | 2   | Farm supplies   | 1  |
| Petroleum and its products   | 1   | Cooperative marketing associations (farm products-<br>consumer goods) | 3  |
| Manufacturers' sales branches-without stocks (drug and<br>drug sundries) | 1   | Elevators (farm products-raw materials)                               | 11 |
| Brokers  | 5   | Chain store warehouse (farm products-consumer goods)                  | 1  |
| Farm products-raw materials  | 1   | Cream stations (farm products-consumer goods)                         | 13 |
| Farm products-consumer goods   | 1   |   |    |
| Groceries and foods (except farm products)                               | 3   |   |    |
| Commission merchant (farm products-raw materials)                        | 1   |   |    |
| Manufacturers' agent (automotive products)                               | 1   |   |    |
| Bulk tank stations (petroleum)   | 229 |   |    |

## WHOLESALE DISTRIBUTION: 1933

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Table 2 B.—STATE OF NEW MEXICO WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS                 | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>THE STATE</b>  | 448                                   | \$27,892  | \$4,150        | 14.9                        | 1,293                               | \$1,937  | \$61          | \$4,151                            |
| Wholesalers proper  | 148                                   | 14,508    | 2,100          | 14.5                        | 726                                 | 1,013    | 29            | 2,846                              |
| Manufacturers' sales branches   | 16                                    | 309       | 149            | 16.4                        | 36                                  | 56       | 4             | 370                                |
| Agents and brokers  | 7                                     | 2,875     | 55             | 1.9                         | 14                                  | 29       | 3             | 76                                 |
| All other types   | 277                                   | 9,600     | 1,846          | 19.2                        | 517                                 | 839      | 25            | 659                                |
| <b>WHOLESALE PROPER</b>   |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 9                                     | 227       | 39             | 17.2                        | 17                                  | 18       | 1             | 64                                 |
| Coal  | 3                                     | 427       | 59             | 13.8                        | 22                                  | 33       | 1             | 54                                 |
| Farm products—raw materials   | 3                                     | 462       | 34             | 7.4                         | 21                                  | 20       | —             | 61                                 |
| Farm products—consumer goods  | 29                                    | 1,035     | 219            | 21.2                        | 85                                  | 92       | 13            | 34                                 |
| Farm supplies   | 4                                     | 55        | 16             | 30.2                        | 6                                   | 5        | —             | 7                                  |
| General merchandise   | 4                                     | 1,534     | 210            | 13.7                        | 67                                  | 85       | 1             | 278                                |
| Groceries and foods (except farm products)                                  | 53                                    | 7,597     | 863            | 11.4                        | 299                                 | 438      | 3             | 1,374                              |
| Hardware  | 4                                     | 792       | 151            | 19.1                        | 56                                  | 62       | —             | 178                                |
| Jewelry and optical goods   | 3                                     | 107       | 49             | 45.8                        | 27                                  | 30       | —             | 24                                 |
| Lumber and building materials<br>(other than metal)                         | 3                                     | 497       | 165            | 33.2                        | 42                                  | 88       | 3             | 301                                |
| Machinery, equipment and supplies<br>(except electrical)                    | 7                                     | 600       | 150            | 25.0                        | 36                                  | 85       | 2             | 301                                |
| Petroleum and its products  | 6                                     | 233       | 68             | 29.2                        | 14                                  | 20       | 2             | 15                                 |
| Tobacco and its products (except leaf)                                      | 3                                     | 394       | 20             | 5.1                         | 6                                   | 10       | 1             | 37                                 |
| Waste materials   | 3                                     | 28        | 7              | 25.0                        | 4                                   | 4        | 1             | 7                                  |
| All other kinds of business   | 14                                    | 524       | 50             | 9.5                         | 24                                  | 23       | 1             | 111                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                                  | 5                                     | 519       | 57             | 11.0                        | 19                                  | 25       | 1             | 13                                 |
| Machinery, equipment and supplies<br>(except electrical)                    | 6                                     | 167       | 39             | 23.4                        | 6                                   | 9        | 2             | 314                                |
| All other kinds of business   | 5                                     | 223       | 53             | 23.8                        | 11                                  | 22       | 1             | 43                                 |
| <b>ALL OTHER TYPES</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| BULK TANK STATIONS (petroleum)  | 229                                   | 7,310     | 1,534          | 21.0                        | 432                                 | 722      | 10            | 524                                |
| ASSEMBLERS AND COUNTRY BUYERS   | 20                                    | 1,100     | 161            | 15.7                        | 30                                  | 47       | 6             | 56                                 |
| Farm products—raw materials   | 12                                    | 710       | 110            | 15.5                        | 26                                  | 40       | 7             | 45                                 |
| Farm products—consumer goods  | 8                                     | 390       | 41             | 10.5                        | 4                                   | 7        | 1             | 11                                 |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b><br>(farm products—consumer goods) | 4                                     | 287       | 50             | 17.4                        | 23                                  | 24       | —             | 15                                 |
| CREAM STATIONS  | 13                                    | 51        | 2              | 3.9                         | 4                                   | 1        | —             | —                                  |
| ELEVATORS   | 11                                    | 862       | 109            | 12.8                        | 28                                  | 45       | 7             | 264                                |
| <b>CITIES OF 20,000 TO 50,000 POPULATION</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| <b>ALBUQUERQUE</b>  | 55                                    | 8,662     | 1,113          | 12.8                        | 327                                 | 529      | 17            | 932                                |
| Wholesalers proper  | 29                                    | 4,256     | 604            | 14.2                        | 202                                 | 308      | 8             | 716                                |
| All other types   | 26                                    | 4,407     | 509            | 11.5                        | 125                                 | 221      | 9             | 186                                |
| Farm products—raw materials   | 4                                     | 514       | 78             | 12.7                        | 12                                  | 27       | 3             | 25                                 |
| Farm products—consumer goods  | 10                                    | 687       | 126            | 18.2                        | 38                                  | 44       | 4             | 20                                 |
| Groceries and foods (except farm products)                                  | 13                                    | 4,325     | 329            | 7.6                         | 116                                 | 174      | 2             | 484                                |
| Petroleum and its products  | 10                                    | 1,363     | 253            | 18.6                        | 62                                  | 124      | 3             | 90                                 |
| All others  | 18                                    | 1,673     | 328            | 19.6                        | 99                                  | 160      | 5             | 283                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF

WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 5,000 TO 20,000 POPULATION                        |                                       |           |                |                             |                                     |          |               |                                    |
| <b>Total</b>  | 93                                    | \$9,052   | \$1,336        | 14.8                        | 423                                 | 631      | 17            | \$1,399                            |
| CLOVIS  | 26                                    | 1,606     | 251            | 15.6                        | 75                                  | 104      | 7             | 268                                |
| GALLUP  | 12                                    | 2,244     | 335            | 14.8                        | 91                                  | 129      | -             | 402                                |
| LAS CRUCES  | 7                                     | 315       | 82             | 26.0                        | 27                                  | 37       | 5             | 34                                 |
| RATON   | 10                                    | 880       | 126            | 14.3                        | 45                                  | 75       | -             | 66                                 |
| ROSWELL   | 21                                    | 2,414     | 222            | 9.2                         | 76                                  | 108      | 3             | 270                                |
| SANTA FE  | 17                                    | 1,593     | 322            | 20.2                        | 109                                 | 180      | 4             | 359                                |

## WHOLESALE DISTRIBUTION: 1933

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Census of  
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Business

Table 3.—STATE OF NEW MEXICO RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                    | RECEIPTS FROM—         |                                  |                          |        |                          |        |
|---|--------------------------|-----------------|----------------|--------------------|------------------------|----------------------------------|--------------------------|--------|--------------------------|--------|
|   |                          |                 | Amount         | Per- cent of sales | Sales of merchan- dise | Parking, storage, cleaning, etc. | Space rental             |        | Other sources            |        |
|   |                          |                 |                |                    |                        |                                  | Number of establishments | Amount | Number of establishments | Amount |
| Total for State                                       | 448                      | \$27,892        | \$4,150        | 14.9               | \$27,859               | \$30                             | 5                        | \$7    | 7                        | \$16   |
| Farm products—raw materials                           | 26                       | 2,976           | 262            | 8.8                | 2,957                  | 18                               | 1                        | 1      | -                        | -      |
| Farm products—consumer goods                          | 55                       | 1,930           | 275            | 14.2               | 1,930                  | -                                | -                        | -      | -                        | -      |
| Furniture and house furnishings                       | 3                        | 295             | 17             | 5.8                | 295                    | -                                | -                        | -      | -                        | -      |
| General merchandise                                   | 4                        | 1,534           | 210            | 13.7               | 1,534                  | -                                | -                        | -      | -                        | -      |
| Groceries and foods (except farm products)            | 62                       | 9,499           | 957            | 10.1               | 9,494                  | -                                | -                        | -      | 4                        | 5      |
| Hardware  | 4                        | 792             | 151            | 19.1               | 787                    | 1                                | -                        | -      | 1                        | 4      |
| Lumber and building materials (other than metal)      | 3                        | 497             | 165            | 33.2               | 497                    | -                                | -                        | -      | -                        | -      |
| Machinery, equipment and supplies (except electrical) | 13                       | 767             | 189            | 24.6               | 766                    | -                                | 1                        | 1      | -                        | -      |
| Petroleum and its products                            | 236                      | 7,596           | 1,646          | 21.7               | 7,592                  | -                                | 2                        | 4      | -                        | -      |
| Tobacco and its products (except leaf)                | 3                        | 394             | 20             | 5.1                | 393                    | -                                | 1                        | 1      | -                        | -      |
| Waste materials                                       | 3                        | 28              | 7              | 25.0               | 28                     | -                                | -                        | -      | -                        | -      |
| All other kinds of business                           | 36                       | 1,584           | 251            | 15.8               | 1,566                  | 11                               | -                        | -      | 2                        | 7      |







WHOLESALE DISTRIBUTION: 1933

Table 6.—STATE OF NEW MEXICO MONTHLY EMPLOYMENT, BY KIND OF BUSINESS For States and Cities of 500,000 Population and Over

| States and City<br>Kind of Business         | Per-<br>sons<br>and<br>non-<br>men-<br>sural<br>bees | NUMBER AND PROPORTION<br>OF MEN AND WOMEN<br>EMPLOYED |       |                             |   | Average<br>of em-<br>ployees | NUMBER OF EMPLOYEES—By MONTHS |               |       |       |       |       |       |        |                     |              |                    |   | De-<br>cem-<br>ber |
|---|--|---|-------|-----------------------------|---|------------------------------|-------------------------------|---------------|-------|-------|-------|-------|-------|--------|---------------------|--------------|--------------------|---|--------------------|
|   |  | Men   | Women | Per-<br>cent<br>of<br>total | Em-<br>ploy-<br>ment<br>ratio to<br>average |                              | Jan-<br>uary                  | Feb-<br>ruary | March | April | May   | June  | July  | August | Sep-<br>tem-<br>ber | Octo-<br>ber | No-<br>vem-<br>ber |   |                    |
|   |  |   |       |                             |   |                              |                               |               |       |       |       |       |       |        |                     |              |                    | Em-<br>ploy-<br>ment<br>ratio to<br>average |                    |
| Total                                       | 153  | 1,325   | 132   | 9.1                         | Full-time<br>average                        | 1,285                        | 1,216                         | 1,224         | 1,241 | 1,268 | 1,298 | 1,321 | 1,358 | 1,354  | 1,367               | 1,363        | 1,368              |   |                    |
| Amusement and sporting goods                | -  | -   | -     | -                           | Full-time                                   | -                            | -                             | -             | -     | -     | -     | -     | -     | -      | -                   | -            | -                  |   |                    |
| Automotive products                         | 9  | 19  | 1     | 4.8                         | Full-time                                   | 16                           | 12                            | 14            | 15    | 15    | 17    | 23    | 23    | 23     | 21                  | 22           | 22                 |   |                    |
| Chemicals                                   | -  | -   | -     | -                           | Part-time                                   | 2                            | 2                             | 3             | 3     | 3     | 3     | 2     | 2     | 2      | 2                   | 2            | 2                  |   |                    |
| Clothing and furnishings                    | -  | -   | -     | -                           | Part-time                                   | -                            | -                             | -             | -     | -     | -     | -     | -     | -      | -                   | -            | -                  |   |                    |
| Coal  | 22   | 22  | 2     | 8.0                         | Full-time                                   | 22                           | 22                            | 23            | 22    | 22    | 22    | 22    | 22    | 22     | 22                  | 22           | 22                 |   |                    |
| Drugs and drug sundries                     | -  | 5   | -     | -                           | Part-time                                   | 6                            | 4                             | 4             | 4     | 4     | 4     | 4     | 4     | 4      | 4                   | 4            | 4                  |   |                    |
| Dry goods                                   | 1  | 3   | -     | -                           | Full-time                                   | 2                            | 2                             | 2             | 2     | 2     | 2     | 2     | 2     | 2      | 2                   | 2            | 2                  |   |                    |
| Electrical goods                            | 18   | 87  | 14    | 13.6                        | Part-time                                   | 1                            | -                             | -             | -     | -     | -     | -     | -     | -      | -                   | -            | -                  |   |                    |
| Farm products—raw materials                 | 46   | 145   | 24    | 14.2                        | Full-time                                   | 70                           | 68                            | 67            | 67    | 68    | 67    | 67    | 67    | 68     | 75                  | 74           | 77                 |   |                    |
| Farm products—consumer goods                | 5  | 14  | 1     | 6.3                         | Part-time                                   | 116                          | 102                           | 122           | 117   | 126   | 124   | 125   | 126   | 117    | 121                 | 121          | 121                |   |                    |
| Furniture and house furnishings             | 4  | 7   | 1     | 12.5                        | Full-time                                   | 81                           | 38                            | 39            | 38    | 37    | 35    | 35    | 31    | 30     | 39                  | 41           | 126                |   |                    |
| General merchandise                         | 25   | 304   | 36    | 10.7                        | Part-time                                   | 14                           | 12                            | 13            | 14    | 15    | 15    | 15    | 14    | 14     | 14                  | 14           | 15                 |   |                    |
| Groceries and foods                         | 2  | 45  | 12    | 11.6                        | Full-time                                   | 6                            | 6                             | 6             | 6     | 6     | 6     | 6     | 6     | 6      | 6                   | 6            | 6                  |   |                    |
| Hardware                                    | 2  | 45  | 12    | 11.6                        | Part-time                                   | 57                           | 56                            | 58            | 59    | 62    | 62    | 62    | 62    | 62     | 62                  | 62           | 62                 |   |                    |
| Jewelry and optical goods                   | 2  | 16  | 1     | 5.2                         | Full-time                                   | 327                          | 320                           | 319           | 316   | 317   | 316   | 324   | 324   | 325    | 344                 | 344          | 345                |   |                    |
| Lumber and building materials               | 2  | 42  | 5     | 10.4                        | Part-time                                   | 13                           | 8                             | 10            | 9     | 9     | 11    | 13    | 16    | 16     | 16                  | 15           | 15                 |   |                    |
| Machinery and tools                         | 2  | 47  | 6     | 9.1                         | Full-time                                   | 56                           | 52                            | 62            | 50    | 52    | 53    | 54    | 62    | 62     | 61                  | 62           | 61                 |   |                    |
| Machine equipment and supplies              | 2  | 47  | 6     | 9.1                         | Part-time                                   | 31                           | 18                            | 18            | 18    | 20    | 22    | 27    | 27    | 27     | 27                  | 27           | 27                 |   |                    |
| Metals (except scrap)                       | -  | -   | -     | -                           | Full-time                                   | 1                            | 1                             | 1             | 1     | 1     | 1     | 1     | 1     | 1      | 1                   | 1            | 1                  |   |                    |
| Paper and its products                      | -  | -   | -     | -                           | Part-time                                   | 42                           | 40                            | 40            | 41    | 41    | 42    | 43    | 44    | 46     | 45                  | 44           | 44                 |   |                    |
| Petroleum and its products                  | 25   | 472   | 5     | 1.0                         | Full-time                                   | 48                           | 45                            | 46            | 46    | 46    | 46    | 46    | 46    | 46     | 46                  | 46           | 46                 |   |                    |
| Plumbing and heating equipment and supplies | 3  | 6   | 1     | 3.3                         | Part-time                                   | 447                          | 438                           | 441           | 443   | 454   | 469   | 469   | 469   | 469    | 469                 | 469          | 469                |   |                    |
| Tobacco and its products                    | 2  | 6   | 1     | 3.3                         | Full-time                                   | 31                           | 26                            | 26            | 27    | 27    | 29    | 29    | 32    | 32     | 32                  | 32           | 32                 |   |                    |
| Waste materials                             | 3  | 6   | 1     | 3.3                         | Part-time                                   | 6                            | 6                             | 6             | 6     | 6     | 6     | 6     | 6     | 6      | 6                   | 6            | 6                  |   |                    |
| All other products                          | 5  | 12  | -     | -                           | Full-time                                   | 4                            | 4                             | 4             | 4     | 4     | 4     | 4     | 4     | 4      | 4                   | 4            | 4                  |   |                    |
|   |  |   |       |                             | Part-time                                   | 2                            | 1                             | 1             | 1     | 1     | 1     | 1     | 1     | 1      | 1                   | 1            | 1                  |   |                    |

WHOLESALE DISTRIBUTION: 1933

Table 7.—STATE OF NEW MEXICO WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

| Type of Establishment<br>Kind of Business             | TOTAL          |                      |                      |                        |                        |                        |                          |                      |       |                          |                           |      |      |     |      |      |     |      |      |    |      |   |     |      |   |
|---|----------------|----------------------|----------------------|------------------------|------------------------|------------------------|--------------------------|----------------------|-------|--------------------------|---------------------------|------|------|-----|------|------|-----|------|------|----|------|---|-----|------|---|
|   | Under \$10,000 | \$10,000 to \$49,999 | \$50,000 to \$99,999 | \$100,000 to \$199,999 | \$200,000 to \$499,999 | \$500,000 to \$999,999 | \$1,000,000 to \$999,999 | \$1,000,000 and over | Total | Number of establishments | Percentage of total sales |      |      |     |      |      |     |      |      |    |      |   |     |      |   |
| <b>WHOLESALE MERCHANTS</b>                            | 141            | 714                  | 14.4                 | 49                     | 25                     | 34.2                   | 55                       | 126                  | 24.9  | 17                       | 104                       | 16.4 | 21   | 110 | 13.9 | 14   | 199 | 12.7 | 3    | 50 | 10.2 | 2 | 100 | 12.3 |   |
| Amusement and sporting goods                          | 2              | -                    | (X)                  | 2                      | -                      | (X)                    | 4                        | 7                    | 19.0  | 2                        | 7                         | 8.2  | -    | -   | -    | -    | -   | -    | -    | -  | -    | - | -   | -    | - |
| Automotive products                                   | 8              | 16                   | 12.3                 | 2                      | 1                      | 27.3                   | 4                        | 4                    | 32.3  | -                        | -                         | -    | -    | 2   | 2.0  | -    | 1   | 16   | 16.6 | -  | -    | - | -   | -    | - |
| Drugs and drug sundries                               | 3              | 22                   | 15.8                 | -                      | -                      | -                      | 1                        | 5                    | 34.3  | -                        | -                         | -    | -    | 1   | 2.0  | -    | 1   | 16   | 16.6 | -  | -    | - | -   | -    | - |
| Electrical goods                                      | 1              | 3                    | (X)                  | -                      | -                      | -                      | 1                        | 3                    | (X)   | -                        | -                         | -    | -    | -   | -    | -    | -   | -    | -    | -  | -    | - | -   | -    | - |
| Farm produce—raw materials                            | 3              | 21                   | 7.4                  | -                      | -                      | -                      | -                        | -                    | -     | 2                        | 10                        | 11.4 | -    | -   | -    | -    | 1   | 11   | 4.9  | -  | -    | - | -   | -    | - |
| Farm produce—consumer goods                           | 24             | 76                   | 20.2                 | 5                      | 2                      | 61.7                   | 16                       | 36                   | 21.9  | -                        | 20                        | 23.5 | 2    | 13  | 13.8 | -    | 11  | 4.9  | -    | -  | -    | - | -   | -    |   |
| Furniture and house furnishings                       | 2              | 6                    | (X)                  | 1                      | -                      | -                      | -                        | -                    | 4     | 27.1                     | -                         | -    | -    | -   | -    | -    | -   | -    | -    | -  | -    | - | -   | -    |   |
| General merchandise                                   | 4              | 67                   | 13.7                 | -                      | -                      | -                      | -                        | -                    | -     | -                        | -                         | -    | -    | -   | -    | -    | 1   | 6    | (X)  | -  | -    | - | -   | -    |   |
| Food and food products (except farm products)         | 51             | 297                  | 11.3                 | 9                      | 6                      | 20.6                   | 16                       | 45                   | 26.2  | 6                        | 23                        | 12.4 | 8    | 47  | 15.2 | 8    | 79  | 9.5  | 3    | 60 | 10.2 | 1 | 49  | 8.8  |   |
| Barbers   | 4              | 56                   | 19.1                 | 1                      | -                      | 33.3                   | -                        | 2                    | 9     | 57.9                     | 1                         | 18   | 39.1 | 1   | 20.0 | 1    | 29  | 16.6 | -    | -  | -    | - | -   | -    |   |
| Jewelry and optical goods                             | 3              | 27                   | 45.8                 | -                      | -                      | -                      | -                        | -                    | -     | -                        | -                         | -    | -    | -   | -    | -    | -   | -    | -    | -  | -    | - | -   | -    |   |
| Other than retail materials (other than metal)        | 3              | 45                   | 32.2                 | -                      | -                      | -                      | -                        | 1                    | 4     | 27.6                     | -                         | -    | -    | 1   | 6    | 32.4 | 1   | 54   | 54.1 | -  | -    | - | -   | -    |   |
| Machinery, equipment and supplies                     | 7              | 36                   | 25.0                 | 1                      | 2                      | 25.0                   | 4                        | 4                    | 24.7  | -                        | -                         | -    | -    | 1   | 8    | 42.0 | 1   | 22   | 16.6 | -  | -    | - | -   | -    |   |
| Refrigerators and ice plants                          | 3              | 6                    | 5.1                  | -                      | -                      | -                      | 3                        | 4                    | 24.8  | 2                        | 5                         | 31.2 | -    | -   | -    | -    | -   | -    | -    | -  | -    | - | -   | -    |   |
| Tobacco and its products (except leaf)                | 3              | 4                    | 25.0                 | 2                      | 3                      | 50.0                   | 1                        | 3                    | 5.1   | -                        | -                         | -    | -    | -   | -    | -    | -   | -    | -    | -  | -    | - | -   | -    |   |
| Waste materials                                       | 8              | 9                    | 27.7                 | 5                      | 5                      | 52.4                   | 2                        | 2                    | 17.6  | -                        | -                         | -    | -    | -   | -    | -    | -   | -    | -    | -  | -    | - | -   | -    |   |
| All other products                                    | 15             | 35                   | 16.6                 | 4                      | -                      | 14.3                   | 7                        | 15                   | 19.6  | 2                        | 3                         | 32.6 | 2    | 6   | 22.1 | 1    | 11  | 9.0  | -    | -  | -    | - | -   | -    |   |
| <b>MANUFACTURERS' SALES BRANCHES</b>                  |                |                      |                      |                        |                        |                        |                          |                      |       |                          |                           |      |      |     |      |      |     |      |      |    |      |   |     |      |   |
| <b>WITH STOCKS</b>                                    |                |                      |                      |                        |                        |                        |                          |                      |       |                          |                           |      |      |     |      |      |     |      |      |    |      |   |     |      |   |
| Groceries and foods (except farm products)            | 5              | 19                   | 11.0                 | 2                      | -                      | 9.1                    | 2                        | 6                    | 21.4  | -                        | -                         | -    | -    | -   | -    | -    | 1   | 11   | 9.0  | -  | -    | - | -   | -    | - |
| Machinery, equipment and supplies (except electrical) | 6              | 6                    | 23.4                 | 1                      | -                      | 50.0                   | 4                        | 3                    | 47.4  | 1                        | 2                         | 55.4 | 1    | 6   | 22.1 | -    | -   | -    | -    | -  | -    | - | -   | -    | - |
| All other kind of business                            | 4              | 10                   | 8.0                  | -                      | -                      | -                      | -                        | -                    | -     | -                        | -                         | -    | -    | -   | -    | -    | -   | -    | -    | -  | -    | - | -   | -    | - |

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount, less than \$500]

## WHOLESALE DISTRIBUTION: 1933

12-26-3  
Census of  
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Table 1.—STATE OF ARIZONA SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |      | NET SALES |          | TOTAL EXPENSES |                  |      | Full-time employees (average) | PAY ROLL |                  |           | Stocks on hand (end of year) |
|---|--------------------------|------|-----------|----------|----------------|------------------|------|-------------------------------|----------|------------------|-----------|------------------------------|
|   | 1933                     | 1929 | 1933      | 1929     | Amount         | Percent of sales |      |                               | Amount   | Percent of sales | Part-time |                              |
|   |                          |      |           |          |                | 1933             | 1929 |                               |          |                  |           |                              |
|   |                          |      |           |          |                |                  |      |                               |          |                  |           |                              |
| <u>THE STATE</u>                        | 476                      | 356  | 349,795   | \$97,554 | \$8,413        | 16.9             | 11.3 | 2,260                         | \$3,700  | 7.4              | \$381     | 4,985                        |
| <u>Wholesalers proper</u>               | 231                      | 169  | 23,378    | 49,774   | 4,436          | 19.0             | 12.5 | 1,349                         | 2,013    | 8.6              | 175       | 3,558                        |
| Wholesale merchants                     | 223                      | 156  | 21,991    | 42,268   | 4,306          | 19.6             | 12.2 | 1,324                         | 1,982    | 9.0              | 173       | 3,452                        |
| Exporters                               | 1                        | 2    | (X)       | (X)      | (X)            | (X)              | (X)  | (X)                           | (X)      | (X)              | (X)       | (X)                          |
| Importers                               | 2                        | 3    | (X)       | (X)      | (X)            | (X)              | (X)  | (X)                           | (X)      | (X)              | (X)       | (X)                          |
| Limited function wholesalers            | 5                        | 8    | 455       | 2,087    | 45             | 9.9              | 7.1  | 17                            | 20       | 4.4              | -         | 79                           |
| <u>Manufacturers' sales branches</u>    | 35                       | 35   | 4,069     | 10,521   | 676            | 16.6             | 8.9  | 183                           | 300      | 7.4              | 7         | 391                          |
| <u>Agents and brokers</u>               | 12                       | 36   | 5,526     | 17,133   | 122            | 2.2              | 4.7  | 22                            | 47       | 0.9              | 3         | 17                           |
| Brokers                                 | 10                       | 8    | 5,516     | 7,976    | 116            | 2.1              | 1.9  | 19                            | 44       | 0.8              | 3         | 15                           |
| Commission merchants                    | -                        | 3    | -         | 2,463    | -              | -                | 1.9  | -                             | -        | -                | -         | -                            |
| Import agents                           | -                        | 5    | -         | 699      | -              | -                | 5.2  | -                             | -        | -                | -         | -                            |
| Manufacturers' agents                   | 1                        | 17   | (X)       | 3,131    | (X)            | (X)              | 6.1  | (X)                           | (X)      | (X)              | (X)       | (X)                          |
| Selling agents                          | 1                        | 3    | (X)       | 2,864    | (X)            | (X)              | 13.0 | (X)                           | (X)      | (X)              | (X)       | (X)                          |
| <u>All other types</u>                  | 198                      | 118  | 16,822    | 20,126   | 3,179          | 18.9             | 15.4 | 706                           | 1,340    | 8.0              | 196       | 1,017                        |
| Bulk tank stations                      | 173                      | 84   | 10,789    | 13,619   | 2,224          | 20.6             | 17.6 | 537                           | 915      | 8.5              | 20        | 734                          |
| Chain store warehouses                  | 9                        | 2    | 4,141     | (X)      | 296            | 7.1              | (X)  | 84                            | 144      | 3.5              | 8         | 236                          |
| Assemblers and country buyers           | 10                       | 24   | 1,059     | 3,357    | 330            | 31.2             | 4.8  | 71                            | 159      | 15.0             | 79        | 17                           |
| Cooperative marketing associations      | 6                        | 4    | 853       | 1,165    | 329            | 39.5             | 22.5 | 14                            | 122      | 14.6             | 89        | 30                           |
| Other types                             | -                        | 4    | -         | (X)      | -              | -                | (X)  | -                             | -        | -                | -         | -                            |

## WHOLESALE DISTRIBUTION: 1933

Census of  
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TABLE 2A. - STATE OF ARIZONA

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS  
FOR STATES AND SELECTED CITIES

| Kind of Business                         | Total | Wholesale<br>merchants<br>with stocks | Wholesale<br>merchants<br>branches<br>with stocks | All other<br>types 1/ | Kind of Business                                   | Total | Wholesale<br>merchants | Wholesale<br>merchants<br>branches | Wholesale<br>merchants<br>branches<br>with stocks | All other<br>types 1/ |
|--|-------|---------------------------------------|---|-----------------------|--|-------|------------------------|------------------------------------|---|-----------------------|
|  |       |                                       |   |                       |  |       |                        |                                    |   |                       |
| <u>Total</u>                             | 476   | 223                                   | 33  | 220                   | Farm supplies                                      | 5     | 5                      | -                                  | -   | -                     |
| Amusement and sporting goods             | 2     | 2                                     | -   | -                     | Furniture and house furnishings                    | 1     | 1                      | -                                  | -   | -                     |
| Automotive products                      | 23    | 22                                    | -   | 1                     | General merchandise                                | 3     | 3                      | -                                  | -   | -                     |
| Chemicals                                | 9     | 5                                     | 4   | -                     | Groceries and foods (except farm products)         | 94    | 61                     | 17                                 | 16  | -                     |
| Clothing and furnishings                 | 2     | 2                                     | -   | -                     | Hardware   | 3     | 3                      | -                                  | -   | -                     |
| Coal                                     | 4     | 4                                     | -   | -                     | Jewelry and optical goods                          | 2     | 1                      | 1                                  | -   | -                     |
| Drugs and drug sundries                  | 3     | 3                                     | -   | -                     | Lumber and building materials (other than metal)   | 9     | 9                      | -                                  | -   | -                     |
| Dry goods                                | 3     | 3                                     | -   | -                     | Machinery, eqp't. and supplies (except electrical) | 24    | 17                     | 5                                  | 2   | -                     |
| Electrical goods                         | 7     | 5                                     | 1   | -                     | Metals (except scrap)                              | 3     | 1                      | 1                                  | 1   | -                     |
| Electrical appliances, eqp't. & supplies | 6     | 5                                     | 1   | -                     | Paper and its products                             | 3     | 3                      | -                                  | -   | -                     |
| Radios and radio equipment               | 1     | 1                                     | -   | -                     | Petroleum and its products                         | 179   | 4                      | -                                  | 175   | -                     |
| Farm products-raw materials              | 9     | 4                                     | -   | 5                     | Plumbing and heating eqp't. and supplies           | 5     | 2                      | 4                                  | -   | -                     |
| Farm products-consumer goods             | 56    | 37                                    | -   | 19                    | Tobacco and its products (except leaf)             | 7     | 6                      | -                                  | 1   | -                     |
|  |       |                                       |   |                       | Waste materials                                    | 2     | 2                      | -                                  | -   | -                     |
|  |       |                                       |   |                       | All other products                                 | 17    | 17                     | -                                  | -   | -                     |

1/ The 220 "all other types" consists of the following:

|   |    |   |     |
|---|----|---|-----|
| Exporters (farm products-raw materials)               | 1  | Manufacturers' agent  | 1   |
| Importers   | 2  | Machinery, eqp't. and supplies (except electrical)                | 1   |
| Farm products-consumer goods                          | 1  | Selling agent (petroleum)   | 1   |
| Metals (except scrap)                                 | 1  | Bulk tank stations (petroleum)                                    | 173 |
| Limited function wholesalers                          | 5  | Chain store warehouses (groceries & foods except farm products)   | 9   |
| Automotive products                                   | 3  | Assemblers and country buyers                                     | 10  |
| Groceries and foods (except farm products)            | 1  | Farm products-raw materials                                       | 1   |
| Petroleum and its products                            | 1  | Farm products-consumer goods                                      | 9   |
| Manufacturers' sales branches, without stocks         | 2  | Cooperative marketing associations (farm products-consumer goods) | 6   |
| Machinery, equipment and supplies (except electrical) | 1  |   |     |
| Tobacco and its products (except leaf)                | 1  |   |     |
| Brokers   | 10 |   |     |
| Farm products-raw materials                           | 3  |   |     |
| Farm products-consumer goods                          | 3  |   |     |
| Groceries and foods (except farm products)            | 4  |   |     |

## WHOLESALE DISTRIBUTION: 1933

13-464  
Census of  
American  
Business

Table 2B.—STATE OF ARIZONA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>THE STATE</b>  | 476                                   | 349,795   | 98,413         | 16.9                        | 2,260                               | \$2,700  | \$261         | \$4,985                            |
| Wholesalers proper  | 251                                   | 23,378    | 4,456          | 19.0                        | 1,849                               | 2,013    | 175           | 3,559                              |
| Manufacturers' sales branches                               | 35                                    | 4,069     | 876            | 16.6                        | 183                                 | 300      | 7             | 891                                |
| Agents and brokers  | 12                                    | 5,526     | 128            | 2.2                         | 22                                  | 47       | 3             | 17                                 |
| All other types   | 198                                   | 16,822    | 5,179          | 18.9                        | 706                                 | 1,340    | 196           | 1,017                              |
| <b>WHOLESALESAERS PROPER</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 28                                    | 1,820     | 418            | 23.0                        | 189                                 | 217      | 4             | 869                                |
| Chemicals   | 5                                     | 79        | 31             | 31.3                        | 14                                  | 16       | -             | 61                                 |
| Coal  | 4                                     | 453       | 85             | 12.6                        | 50                                  | 22       | -             | 75                                 |
| Drugs and drug sundries                                     | 3                                     | 1,033     | 79             | 7.6                         | 29                                  | 48       | -             | 210                                |
| Dry goods   | 3                                     | 429       | 84             | 19.6                        | 59                                  | 45       | 8             | 125                                |
| Electrical goods  | 5                                     | 364       | 99             | 27.2                        | 41                                  | 44       | 3             | 64                                 |
| Farm products—raw materials                                 | 5                                     | 994       | 109            | 11.1                        | 14                                  | 16       | 3             | 50                                 |
| Farm products—consumer goods                                | 38                                    | 3,676     | 983            | 26.7                        | 192                                 | 330      | 91            | 103                                |
| Farm supplies   | 5                                     | 360       | 60             | 16.7                        | 19                                  | 27       | 1             | 25                                 |
| General merchandise   | 3                                     | 1,823     | 484            | 26.4                        | 166                                 | 259      | 21            | 431                                |
| Groceries and foods (except farm products)                  | 64                                    | 7,663     | 1,041          | 13.6                        | 336                                 | 501      | 16            | 1,053                              |
| Hardware  | 3                                     | 774       | 195            | 25.2                        | 64                                  | 110      | -             | 292                                |
| Lumber and building materials<br>(other than metal)         | 9                                     | 648       | 218            | 33.6                        | 65                                  | 108      | 13            | 199                                |
| Machinery, equipment and supplies<br>(except electrical)    | 17                                    | 964       | 234            | 24.3                        | 68                                  | 117      | 3             | 297                                |
| Paper and its products                                      | 3                                     | 386       | 76             | 19.2                        | 16                                  | 35       | -             | 53                                 |
| Petroleum and its products                                  | 5                                     | 394       | 75             | 18.6                        | 19                                  | 25       | -             | 44                                 |
| Tobacco and its products (except leaf)                      | 4                                     | 624       | 35             | 5.3                         | 10                                  | 17       | -             | 34                                 |
| All other kinds of business                                 | 29                                    | 675       | 139            | 20.6                        | 48                                  | 74       | 12            | 125                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Chemicals   | 4                                     | 210       | 55             | 26.2                        | 15                                  | 20       | -             | 59                                 |
| Groceries and foods (except farm products)                  | 17                                    | 2,687     | 397            | 14.8                        | 108                                 | 185      | 2             | 107                                |
| Machinery, equipment and supplies<br>(except electrical)    | 6                                     | 114       | 40             | 35.1                        | 22                                  | 24       | -             | 21                                 |
| Plumbing and heating equipment and supplies                 | 4                                     | 593       | 130            | 28.1                        | 25                                  | 43       | 5             | 169                                |
| All other kinds of business                                 | 4                                     | 665       | 84             | 8.1                         | 13                                  | 28       | -             | 35                                 |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 3                                     | 1,146     | 17             | 1.5                         | 3                                   | 6        | -             | -                                  |
| Groceries and foods (except farm products)                  | 4                                     | 3,861     | 56             | 1.5                         | 12                                  | 26       | -             | 14                                 |
| All other kinds of business                                 | 5                                     | 529       | 49             | 9.3                         | 7                                   | 15       | 3             | 3                                  |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| BULK TANK STATIONS (petroleum)                              | 173                                   | 10,789    | 2,224          | 20.6                        | 537                                 | 915      | 20            | 734                                |
| CHAIN STORE WAREHOUSES                                      | 9                                     | 4,141     | 296            | 7.1                         | 84                                  | 146      | 8             | 233                                |
| ASSEMBLERS AND COUNTRY BUYERS                               | 10                                    | 1,059     | 330            | 31.2                        | 71                                  | 169      | 79            | 17                                 |
| COOPERATIVE MARKETING ASSOCIATIONS                          | 6                                     | 833       | 329            | 39.5                        | 14                                  | 122      | 89            | 30                                 |
| <b>CITIES OF 20,000 TO 50,000</b>                           |                                       |           |                |                             |                                     |          |               |                                    |
| PHOENIX   | 154                                   | 25,074    | 4,107          | 16.4                        | 1,063                               | 1,781    | 199           | 2,366                              |
| Wholesalers proper  | 105                                   | 12,751    | 2,490          | 19.6                        | 691                                 | 1,076    | 103           | 1,729                              |
| All other types   | 49                                    | 12,323    | 1,617          | 13.1                        | 372                                 | 705      | 96            | 637                                |

11-20-4  
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# WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF ARIZONA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales    | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL   |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|--------------|----------------|-----------------------------|-------------------------------------|------------|---------------|------------------------------------|
|   |                                       |              | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total      | Part-<br>time |                                    |
| <b>PHOENIX (continued)</b>                                  |                                       |              |                |                             |                                     |            |               |                                    |
| Farm products—raw materials                                 | 4                                     | \$1,533      | \$ 96          | 6.3                         | 11                                  | \$ 17      | \$ 1          | \$ 37                              |
| Farm products—consumer goods                                | 30                                    | 4,092        | 1,077          | 26.3                        | 157                                 | 389        | 167           | 72                                 |
| Groceries and foods (except farm products)                  | 33                                    | 9,836        | 968            | 9.7                         | 286                                 | 433        | 11            | 643                                |
| Petroleum and its products                                  | 9                                     | 2,556        | 580            | 22.7                        | 151                                 | 249        | 6             | 179                                |
| All other kinds of business                                 | 78                                    | 7,057        | 1,396          | 19.8                        | 478                                 | 693        | 14            | 1,436                              |
| <b>TUCSON</b>   |                                       |              |                |                             |                                     |            |               |                                    |
| Wholesalers proper  | 52                                    | 8,576        | 1,297          | 15.0                        | 381                                 | 579        | 26            | 611                                |
| All other types   | 19                                    | 4,272        | 442            | 10.3                        | 102                                 | 179        | 5             | 192                                |
| Farm products—consumer goods                                | 4                                     | 418          | 113            | 27.0                        | 27                                  | 30         | 1             | 6                                  |
| Groceries and foods (except farm products)                  | 17                                    | 4,377        | 349            | 8.0                         | 118                                 | 187        | 6             | 179                                |
| Petroleum and its products                                  | 9                                     | 1,393        | 254            | 18.2                        | 48                                  | 84         | 1             | 89                                 |
| All other kinds of business                                 | 22                                    | 2,388        | 571            | 23.9                        | 188                                 | 278        | 18            | 537                                |
| <b>CITIES OF 5,000 TO 20,000 POPULATION</b>                 |                                       |              |                |                             |                                     |            |               |                                    |
| <b>Total</b>  | <b>62</b>                             | <b>4,158</b> | <b>725</b>     | <b>17.4</b>                 | <b>245</b>                          | <b>352</b> | <b>22</b>     | <b>514</b>                         |
| BISEEE  | 5                                     | 186          | 26             | 14.0                        | 7                                   | 13         | 2             | 39                                 |
| DOUGLAS   | 11                                    | 516          | 89             | 17.2                        | 32                                  | 47         | 1             | 42                                 |
| GLOBE   | 10                                    | 804          | 120            | 14.9                        | 33                                  | 46         | 3             | 65                                 |
| MIAMI   | 7                                     | 323          | 58             | 18.0                        | 18                                  | 20         | 2             | 15                                 |
| NOGALES   | 16                                    | 1,095        | 186            | 17.0                        | 81                                  | 93         | 10            | 184                                |
| PRESCOTT  | 13                                    | 1,234        | 246            | 19.9                        | 74                                  | 133        | 4             | 169                                |



## WHOLESALE DISTRIBUTION: 1933

13-8-7  
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Table 3.—STATE OF ARIZONA RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                  | RECEIPTS FROM—       |                                  |              |                          |               |                          |
|---|--------------------------|-----------------|----------------|------------------|----------------------|----------------------------------|--------------|--------------------------|---------------|--------------------------|
|   |                          |                 | Amount         | Percent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental |                          | Other sources |                          |
|   |                          |                 |                |                  |                      |                                  | Amount       | Number of establishments | Amount        | Number of establishments |
| Total for State                                       | 476                      | \$49,795        | \$8,413        | 16.9             | \$49,599             | \$54                             | 6            | \$20                     | 18            | \$112                    |
| Automotive products                                   | 23                       | 1,820           | 418            | 23.0             | 1,783                | 37                               | -            | -                        | -             | -                        |
| Chemicals   | 9                        | 309             | 85             | 27.6             | 308                  | 1                                | -            | -                        | -             | -                        |
| Coal  | 4                        | 652             | 82             | 12.6             | 652                  | -                                | -            | -                        | -             | -                        |
| Drugs and drug sundries                               | 3                        | 1,033           | 79             | 7.6              | 1,033                | -                                | -            | -                        | -             | -                        |
| Dry goods   | 3                        | 429             | 84             | 19.6             | 429                  | -                                | -            | -                        | -             | -                        |
| Farm products—consumer goods                          | 56                       | 6,084           | 1,685          | 27.7             | 6,045                | -                                | 1            | 5                        | 3             | 34                       |
| Farm supplies   | 5                        | 360             | 60             | 16.7             | 360                  | -                                | -            | -                        | -             | -                        |
| General merchandise                                   | 3                        | 1,833           | 584            | 26.4             | 1,816                | -                                | -            | -                        | 1             | 17                       |
| Groceries and foods (except farm products)            | 94                       | 18,342          | 1,790          | 9.8              | 18,329               | -                                | 1            | 1                        | 4             | 12                       |
| Hardware  | 3                        | 774             | 195            | 25.2             | 752                  | -                                | 1            | 8                        | 1             | 14                       |
| Lumber and building materials (other than metal)      | 9                        | 648             | 218            | 33.6             | 632                  | -                                | -            | -                        | 1             | 16                       |
| Machinery, equipment and supplies (except electrical) | 24                       | 1,086           | 279            | 25.7             | 1,058                | 19                               | 1            | 1                        | 6             | 8                        |
| Paper and its products                                | 3                        | 386             | 74             | 19.2             | 386                  | -                                | -            | -                        | -             | -                        |
| Petroleum and its products                            | 179                      | 11,185          | 2,298          | 20.5             | 11,179               | -                                | 1            | 2                        | 1             | 4                        |
| All other kinds of business                           | 58                       | 4,854           | 581            | 12.0             | 4,837                | 7                                | 1            | 3                        | 1             | 7                        |





WHOLESALE DISTRIBUTION: 1933  
 Census of American Business  
 Table 6.—STATE OF ARIZONA MONTHLY EMPLOYMENT, BY KIND OF BUSINESS  
 For States and Cities of 500,000 Population and Over

| Pre-<br>pro-<br>fess-<br>ion-<br>and<br>in-<br>de-<br>pend-<br>ent<br>mem-<br>bers | NUMBER AND PROPORTION<br>OF MEN AND WOMEN<br>EMPLOYED |                           |                             | Average<br>number<br>of em-<br>ployees | NUMBER OF EMPLOYEES—BY MONTHS                                    |              |               |            |       |       |       |       |        |                     |              |                    | De-<br>cem-<br>ber |
|--|---|---------------------------|-----------------------------|--|--|--------------|---------------|------------|-------|-------|-------|-------|--------|---------------------|--------------|--------------------|--------------------|
|  | Men   | Women                     |                             |  | Employ-<br>ment<br>ratio to<br>average<br>Part-time<br>employees | Jan-<br>uary | Feb-<br>ruary | Mar-<br>ch | April | May   | June  | July  | August | Sep-<br>tem-<br>ber | Octo-<br>ber | No-<br>vem-<br>ber |                    |
|  |   | Esti-<br>mated<br>average | Per-<br>cent<br>of<br>total |  |  |              |               |            |       |       |       |       |        |                     |              |                    |                    |
| 184  | 2,467   | 320                       | 10.7                        | 2,456                                  | 2,211  | 2,400        | 2,429         | 2,463      | 2,407 | 2,441 | 2,425 | 2,437 | 2,468  | 2,522               | 2,343        | 2,358              |                    |
| 1  | 4   | -                         | -                           | 4                                      | 5  | 5            | 6             | 6          | 6     | 5     | 6     | 6     | 3      | 3                   | 3            | 3                  |                    |
| 18   | 138   | 10                        | 4.9                         | 139                                    | 131  | 128          | 130           | 128        | 131   | 135   | 142   | 149   | 160    | 149                 | 148          | 153                |                    |
| 5  | 26  | 4                         | 12.5                        | 29                                     | 10   | 10           | 11            | 11         | 11    | 11    | 12    | 13    | 14     | 13                  | 13           | 14                 |                    |
| 2  | 46  | 2                         | 3.9                         | 46                                     | 6  | 5            | 8             | 8          | 8     | 8     | 8     | 8     | 3      | 3                   | 3            | 4                  |                    |
| -  | 24  | 27                        | 53.6                        | 29                                     | 30   | 29           | 29            | 29         | 29    | 29    | 29    | 29    | 29     | 29                  | 30           | 30                 |                    |
| 4  | 39  | 7                         | 15.2                        | 44                                     | 42   | 42           | 42            | 43         | 43    | 46    | 46    | 46    | 46     | 43                  | 42           | 41                 |                    |
| 12   | 119   | 2                         | 11.1                        | 117                                    | 18   | 16           | 13            | 15         | 15    | 16    | 16    | 16    | 19     | 20                  | 21           | 20                 |                    |
| 38   | 720   | 79                        | 9.9                         | 281                                    | 312  | 298          | 313           | 311        | 280   | 271   | 243   | 249   | 259    | 276                 | 271          | 288                |                    |
| 3  | 19  | 2                         | 9.5                         | 19                                     | 19   | 17           | 16            | 17         | 16    | 15    | 15    | 19    | 19     | 23                  | 22           | 24                 |                    |
| 1  | -   | -                         | -                           | 2                                      | 1  | -            | -             | -          | -     | -     | -     | -     | 1      | 1                   | 1            | 1                  |                    |
| -  | 127   | 80                        | 32.8                        | 186                                    | 190  | 187          | 194           | 185        | 181   | 180   | 182   | 184   | 188    | 188                 | 188          | 191                |                    |
| 49   | 650   | 46                        | 7.7                         | 546                                    | 511  | 517          | 616           | 521        | 516   | 520   | 523   | 540   | 547    | 561                 | 562          | 590                |                    |
| 5  | 8   | -                         | -                           | 8                                      | 60   | 60           | 60            | 61         | 61    | 62    | 61    | 63    | 67     | 68                  | 69           | 70                 |                    |
| 1  | 83  | 3                         | 4.0                         | 66                                     | 42   | 58           | 69            | 79         | 69    | 64    | 51    | 56    | 68     | 76                  | 76           | 79                 |                    |
| 7  | 84  | 16                        | 15.9                        | 99                                     | 8  | 9            | 9             | 9          | 9     | 10    | 9     | 10    | 8      | 9                   | 10           |                    |                    |
| 1  | 5   | 2                         | 33.3                        | 6                                      | 4  | 4            | 4             | 4          | 4     | 4     | 4     | 4     | 4      | 6                   | 7            |                    |                    |
| -  | 15  | 1                         | 6.5                         | 12                                     | 12   | 12           | 12            | 12         | 12    | 12    | 12    | 12    | 12     | 15                  | 15           |                    |                    |
| 19   | 580   | 13                        | 2.2                         | 666                                    | 548  | 554          | 664           | 553        | 569   | 660   | 666   | 658   | 559    | 555                 | 564          |                    |                    |
| 2  | 37  | 5                         | 12.5                        | 29                                     | 32   | 30           | 30            | 30         | 30    | 30    | 30    | 30    | 30     | 31                  | 31           |                    |                    |
| 5  | 14  | 2                         | 12.6                        | 15                                     | 16   | 16           | 16            | 16         | 16    | 16    | 16    | 16    | 16     | 16                  | 16           |                    |                    |
| 1  | 2   | -                         | -                           | 2                                      | 2  | 2            | 2             | 2          | 2     | 2     | 2     | 2     | 2      | 2                   | 2            |                    |                    |
| 32   | 37  | 3                         | 7.5                         | 26                                     | 12   | 10           | 13            | 19         | 20    | 26    | 33    | 31    | 31     | 31                  | 34           |                    |                    |

WHOLESALE DISTRIBUTION: 1933

TABLE 7.—STATE OF ARIZONA WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than \$500]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS             | TOTAL                       |                                  |                    |                             |                                  |                    |                             |                                  |                    |                             | UNDER \$10,000                   |                    |                             |                                  |                    | \$10,000 TO \$49,999        |                                  |                    |                             |                                  | \$50,000 TO \$99,999 |                             |                                  |                    |                             | \$100,000 TO \$499,999           |                    |                             |                                  |                    | \$500,000 TO \$999,999 |     |      |   |   | \$1,000,000 AND OVER |   |  |  |  |
|---|-----------------------------|----------------------------------|--------------------|-----------------------------|----------------------------------|--------------------|-----------------------------|----------------------------------|--------------------|-----------------------------|----------------------------------|--------------------|-----------------------------|----------------------------------|--------------------|-----------------------------|----------------------------------|--------------------|-----------------------------|----------------------------------|----------------------|-----------------------------|----------------------------------|--------------------|-----------------------------|----------------------------------|--------------------|-----------------------------|----------------------------------|--------------------|------------------------|-----|------|---|---|----------------------|---|--|--|--|
|   | Num-ber of estab-lish-ments | Full-time employ-ees (aver- age) | Total per-son- nel | Num-ber of estab-lish-ments | Full-time employ-ees (aver- age) | Total per-son- nel | Num-ber of estab-lish-ments | Full-time employ-ees (aver- age) | Total per-son- nel | Num-ber of estab-lish-ments | Full-time employ-ees (aver- age) | Total per-son- nel | Num-ber of estab-lish-ments | Full-time employ-ees (aver- age) | Total per-son- nel | Num-ber of estab-lish-ments | Full-time employ-ees (aver- age) | Total per-son- nel | Num-ber of estab-lish-ments | Full-time employ-ees (aver- age) | Total per-son- nel   | Num-ber of estab-lish-ments | Full-time employ-ees (aver- age) | Total per-son- nel | Num-ber of estab-lish-ments | Full-time employ-ees (aver- age) | Total per-son- nel | Num-ber of estab-lish-ments | Full-time employ-ees (aver- age) | Total per-son- nel |                        |     |      |   |   |                      |   |  |  |  |
| <b>WHOLESALE MERCHANTS</b>                            | 225                         | 1,323                            | 19.6               | 46                          | 16                               | 36.2               | 89                          | 212                              | 27.5               | 27                          | 127                              | 119.4              | 86                          | 229                              | 267.3              | 26                          | 421                              | 13.8               | 8                           | 321                              | 24.0                 | 26                          | 421                              | 13.8               | 8                           | 321                              | 24.0               | 26                          | 421                              | 13.8               | 8                      | 321 | 24.0 |   |   |                      |   |  |  |  |
| Assessment and sporting goods                         | 2                           | 4                                | (X)                | —                           | —                                | —                  | 2                           | 4                                | (X)                | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — |   |                      |   |  |  |  |
| Chemicals   | 22                          | 138                              | 62.0               | 4                           | 2                                | 25.0               | 10                          | 24                               | 29.6               | 3                           | 17                               | 23.4               | 2                           | 21                               | 26.9               | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — |                      |   |  |  |  |
| Confectionery   | 2                           | 6                                | (X)                | —                           | —                                | —                  | 2                           | 6                                | (X)                | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — |                      |   |  |  |  |
| Clothing and furnishings                              | 4                           | 69                               | 12.6               | —                           | —                                | —                  | —                           | —                                | —                  | 1                           | 5                                | 13.6               | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — |                      |   |  |  |  |
| Drugs and drug supplies                               | 3                           | 29                               | 9.6                | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — |                      |   |  |  |  |
| Food  | 6                           | 40                               | 27.2               | —                           | —                                | —                  | 4                           | 15                               | 41.1               | 1                           | 3                                | 24.6               | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — |                      |   |  |  |  |
| Electrical goods                                      | 4                           | 11                               | 17.2               | —                           | —                                | —                  | 1                           | 59.0                             | 1                  | 1                           | 2                                | 44.7               | 1                           | 3                                | 9.6                | 1                           | 6                                | 7.8                | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — |                      |   |  |  |  |
| Farm products—raw materials                           | 38                          | 132                              | 26.7               | 9                           | 27.7                             | 17                 | 43                          | 26.2                             | 5                  | 18                          | 17.5                             | 5                  | 29                          | 20.0                             | 2                  | 28                          | 9.5                              | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — |                      |   |  |  |  |
| Farm products—consumer goods                          | 1                           | 1                                | (X)                | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — |                      |   |  |  |  |
| Furniture and home furnishings                        | 1                           | 1                                | (X)                | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — |                      |   |  |  |  |
| General merchandise                                   | 3                           | 186                              | 26.4               | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — |                      |   |  |  |  |
| Groceries and foods (except farm products)            | 61                          | 325                              | 13.9               | 16                          | 6                                | 35.7               | 19                          | 37                               | 23.1               | 4                           | 16                               | 14.8               | 8                           | 46                               | 13.3               | 10                          | 114                              | 13.0               | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — |                      |   |  |  |  |
| Hardware  | 3                           | 63                               | 25.2               | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — |                      |   |  |  |  |
| Jewelry and optical goods                             | 1                           | 6                                | (X)                | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — |                      |   |  |  |  |
| Lumber and building materials                         | 9                           | 66                               | 33.6               | 1                           | —                                | —                  | 33.3                        | 5                                | 17                 | 36.2                        | 1                                | 13                 | 88.6                        | 1                                | 27                 | 44.0                        | 1                                | 8                  | 21.4                        | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — | —                    |   |  |  |  |
| Machinery, equipment and supplies (except electrical) | 17                          | 67                               | 24.3               | 3                           | 1                                | 59.0               | 7                           | 19                               | 31.7               | 6                           | 28                               | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — | —                    |   |  |  |  |
| Meats (except soap)                                   | 2                           | 3                                | (X)                | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — | —                    |   |  |  |  |
| Metals  | 4                           | 14                               | 16.2               | 1                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — | —                    |   |  |  |  |
| Textiles and textile products                         | 2                           | 4                                | (X)                | 1                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — | —                    |   |  |  |  |
| Tinting and heating equipment & supplies              | 6                           | 10                               | 6.3                | 1                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — | —                    |   |  |  |  |
| Tobacco and its products (except leaf)                | 2                           | 2                                | (X)                | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — | —                    |   |  |  |  |
| All other products                                    | 17                          | 25                               | 23.1               | 6                           | 5                                | 40.6               | 10                          | 14                               | 13.9               | 1                           | 6                                | 15.2               | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — | —                    |   |  |  |  |
| <b>MANUFACTURERS' SALES BRANCHES WITH STORES</b>      | 33                          | 176                              | 18.1               | 3                           | 10                               | 35.7               | 10                          | 22                               | 25.0               | 2                           | 33                               | 21.6               | 7                           | 68                               | 24.8               | 5                           | 48                               | 10.6               | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — | —                    |   |  |  |  |
| Chemicals   | 4                           | 19                               | 26.2               | —                           | —                                | —                  | 2                           | 6                                | 39.1               | 2                           | 10                               | 22.6               | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — | —                    | — |  |  |  |
| Groceries and foods (except farm products)            | 17                          | 106                              | 14.6               | —                           | —                                | —                  | 5                           | 6                                | 13.3               | 1                           | 4                                | 17.7               | 4                           | 54                               | 23.4               | 5                           | 48                               | 10.6               | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — | —                    | — |  |  |  |
| Machinery, equipment and supplies (except electrical) | 5                           | 20                               | 37.1               | 3                           | 10                               | 35.7               | 2                           | 10                               | 37.3               | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — | —                    |   |  |  |  |
| Printing and heating equipment & supplies             | 4                           | 25                               | 33.1               | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — | —                    |   |  |  |  |
| All other kinds of business                           | 3                           | 7                                | 16.6               | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                    | —                           | —                                | —                  | —                           | —                                | —                  | —                           | —                                | —                  | —                      | —   | —    | — | — | —                    |   |  |  |  |

## WHOLESALE DISTRIBUTION: 1933

Census of  
American  
Business

Table 1.—STATE OF UTAH SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |      | NET SALES |           | TOTAL EXPENSES |                  |      | Full-time employees (average) | PAY ROLL         |                  |           | Stocks on hand (end of year) |
|---|--------------------------|------|-----------|-----------|----------------|------------------|------|-------------------------------|------------------|------------------|-----------|------------------------------|
|   | 1933                     | 1929 | 1933      | 1929      | Amount         | Percent of sales |      |                               | Amount           | Percent of sales | Part-time |                              |
|   |                          |      |           |           |                | 1933             | 1929 |                               |                  |                  |           |                              |
|   | 1933                     | 1929 | 1933      | 1929      | Amount         | 1933             | 1929 | Amount                        | Percent of sales | Part-time        |           |                              |
| <u>THE STATE</u>                        | 653                      | 736  | \$86,758  | \$180,101 | \$13,271       | 15.3             | 11.3 | 4,572                         | \$6,194          | 7.1              | 1185      | \$10,475                     |
| <u>Wholesalers proper</u>               | 322                      | 309  | 44,654    | 96,592    | 7,404          | 16.6             | 14.2 | 2,775                         | 3,697            | 8.3              | 121       | 7,655                        |
| Wholesale merchants                     | 311                      | 298  | 43,831    | 90,660    | 7,318          | 16.7             | 14.6 | 2,748                         | 3,658            | 8.3              | 118       | 7,626                        |
| Limited function wholesalers            | 11                       | 11   | 783       | 5,932     | 86             | 11.0             | 7.0  | 27                            | 39               | 5.0              | 3         | 29                           |
| <u>Manufacturers' sales branches</u>    | 98                       | 88   | 17,046    | 43,145    | 2,999          | 17.6             | 9.7  | 1,036                         | 1,356            | 8.0              | 25        | 1,759                        |
| With stocks                             | 79                       | -    | 13,487    | -         | 2,618          | 18.4             | -    | 933                           | 1,175            | 8.7              | 23        | 1,758                        |
| Without stocks                          | 19                       | -    | 3,559     | -         | 381            | 10.7             | -    | 103                           | 181              | 5.1              | 2         | -                            |
| <u>Agents and brokers</u>               | 53                       | 65   | 9,082     | 23,412    | 412            | 4.5              | 2.8  | 124                           | 205              | 2.3              | 10        | 26                           |
| Brokers                                 | 8                        | 10   | 3,555     | 4,279     | 103            | 3.0              | 3.0  | 33                            | 43               | 1.2              | 1         | 1                            |
| Commission merchants                    | 10                       | 12   | 2,049     | 10,682    | 89             | 4.3              | 1.4  | 33                            | 45               | 2.2              | 5         | 8                            |
| Other agents                            | 35                       | 43   | 3,478     | 8,451     | 215            | 6.2              | 4.5  | 58                            | 117              | 3.4              | 4         | 17                           |
| <u>All other types</u>                  | 180                      | 274  | 15,966    | 16,932    | 2,456          | 15.4             | 10.7 | 637                           | 926              | 5.8              | 29        | 1,016                        |
| Assemblers and country buyers           | 20                       | 174  | 1,541     | 6,277     | 103            | 6.7              | 5.8  | 31                            | 57               | 3.7              | 14        | 154                          |
| Bulk tank stations <sup>1/</sup>        | 141                      | 88   | 8,699     | 5,896     | 1,866          | 21.5             | 20.3 | 462                           | 694              | 7.9              | 8         | 636                          |
| Chain store warehouses                  | 4                        | -    | 2,485     | -         | 115            | 4.6              | -    | 26                            | 46               | 1.9              | 3         | 190                          |
| Cooperative marketing associations      | 10                       | 8    | 3,213     | 4,387     | 361            | 11.2             | 5.9  | 111                           | 134              | 4.2              | 4         | 27                           |
| Elevators                               | 5                        | 4    | 40        | 442       | 11             | 27.5             | 4.8  | 7                             | 5                | 12.5             | -         | 9                            |
| <u>SALT LAKE CITY</u>                   | 355                      | 334  | 60,629    | 130,332   | 9,960          | 16.4             | 12.2 | 3,535                         | 4,756            | 7.8              | 138       | 7,562                        |
| Wholesalers proper                      | 220                      | 208  | 32,849    | 75,445    | 5,904          | 18.0             | 14.5 | 2,215                         | 2,938            | 9.0              | 90        | 5,766                        |
| Manufacturers' sales branches           | 78                       | 78   | 13,350    | 39,729    | 2,723          | 20.4             | 9.7  | 998                           | 1,267            | 9.5              | 21        | 1,241                        |
| Agents and brokers                      | 47                       | 41   | 5,720     | 9,593     | 349            | 5.2              | 5.4  | 101                           | 183              | 2.7              | 10        | 26                           |
| All other types                         | 20                       | 7    | 7,710     | 5,565     | 984            | 12.8             | 9.9  | 221                           | 348              | 4.5              | 17        | 527                          |

<sup>1/</sup> The increase in the number of bulk tank stations was due in part to the difference in method of reporting some chain organizations.

## WHOLESALE DISTRIBUTION: 1933

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TABLE 2A. - STATE OF UTAH

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS  
FOR STATES AND SELECTED CITIES

| Kind of Business                              | Total      | Wholesale<br>merchants | Mfg.-pls.<br>branches |                   | Manufacturers'<br>agents | All other<br>types 1/ | Kind of Business                                   | Total | Wholesale<br>merchants | Mfg.-pls.<br>branches |                   | Manufacturers'<br>agents | All other<br>types 1/ |
|---|------------|------------------------|-----------------------|-------------------|--------------------------|-----------------------|--|-------|------------------------|-----------------------|-------------------|--------------------------|-----------------------|
|   |            |                        | With<br>stocks        | Without<br>stocks |                          |                       |  |       |                        | With<br>stocks        | Without<br>stocks |                          |                       |
| <b>Total</b>                                  | <b>653</b> | <b>309</b>             | <b>79</b>             | <b>19</b>         | <b>33</b>                | <b>213</b>            |  |       |                        |                       |                   |                          |                       |
| Amusement and sporting goods                  | 14         | 5                      | 5                     | 4                 | -                        | -                     | Groceries and foods (except farm products)         | 116   | 75                     | 22                    | 1                 | 4                        | 14                    |
| Camera and motion picture exp't. and supplies | 2          | 2                      | -                     | -                 | -                        | -                     | Groceries (general line)                           | 21    | 17                     | -                     | -                 | -                        | 4                     |
| Motion picture films                          | 8          | -                      | 4                     | 4                 | -                        | -                     | Confectionery and soft drinks                      | 17    | 15                     | 2                     | -                 | -                        | -                     |
| Sporting goods (general line)                 | 1          | 1                      | -                     | -                 | -                        | -                     | Fish and sea foods                                 | 1     | 1                      | -                     | -                 | -                        | -                     |
| Toys, novelties, and fireworks                | 1          | 1                      | -                     | -                 | -                        | -                     | Meats and meat products                            | 11    | 10                     | 1                     | -                 | -                        | -                     |
| All other                                     | 2          | 1                      | 1                     | -                 | -                        | -                     | Other food and grocery specialties                 | 66    | 32                     | 19                    | 1                 | 4                        | 10                    |
| Automotive products                           | 35         | 27                     | 5                     | 2                 | -                        | 1                     | Hardware   | 7     | 5                      | -                     | -                 | 2                        | -                     |
| Automobile and other motor vehicles           | 4          | 1                      | 1                     | 2                 | -                        | -                     | Jewelry and optical goods                          | 8     | 5                      | 3                     | -                 | -                        | -                     |
| Automobile exp't., accessories and parts      | 27         | 24                     | 2                     | -                 | -                        | 1                     | Jewelry (general line)                             | 2     | 2                      | -                     | -                 | -                        | -                     |
| Tires and tubes                               | 4          | 2                      | 2                     | -                 | -                        | -                     | Optical goods                                      | 6     | 3                      | 3                     | -                 | -                        | -                     |
| Chemicals                                     | 12         | 10                     | 1                     | -                 | 1                        | -                     | Lumber and building materials (other than metal)   | 18    | 10                     | 1                     | -                 | 3                        | 4                     |
| Explosives                                    | 1          | 1                      | -                     | -                 | -                        | -                     | Lumber and millwork                                | 6     | 2                      | -                     | -                 | 2                        | 4                     |
| Industrial chemicals                          | 1          | 1                      | -                     | -                 | -                        | -                     | Brick and tile                                     | 2     | 2                      | -                     | -                 | -                        | -                     |
| Paints and varnishes                          | 10         | 8                      | 1                     | -                 | 1                        | -                     | Glass  | 2     | 2                      | -                     | -                 | -                        | -                     |
| Clothing and furnishings                      | 8          | 5                      | 2                     | -                 | 1                        | -                     | All other  | 8     | 6                      | 1                     | -                 | 1                        | -                     |
| Clothing, women's and children's              | 4          | 3                      | 1                     | -                 | -                        | -                     | Machinery, exp't. and supplies (except electrical) | 72    | 42                     | 14                    | 5                 | 11                       | -                     |
| Furnishings, men's and boys'                  | 1          | 1                      | -                     | -                 | -                        | -                     | Commercial machinery, exp't. and supplies          | 11    | 4                      | 5                     | -                 | 2                        | -                     |
| Millinery and millinery supplies              | 1          | 1                      | -                     | -                 | -                        | -                     | Construction machinery, exp't. and supplies        | 4     | 1                      | -                     | -                 | 3                        | -                     |
| Shoes and other footwear                      | 2          | -                      | 1                     | -                 | 1                        | -                     | Farm and dairy machinery & exp't.                  | 6     | 4                      | 2                     | -                 | -                        | -                     |
| Coal  | 6          | 3                      | 1                     | -                 | -                        | 2                     | Industrial machinery, exp't. and supplies          | 30    | 15                     | 5                     | 5                 | 5                        | -                     |
| Drugs and drug sundries                       | 7          | 5                      | 1                     | 1                 | -                        | -                     | Bottles and bottling exp't.                        | 1     | 1                      | -                     | -                 | -                        | -                     |
| Drugs (general line)                          | 3          | 3                      | -                     | -                 | -                        | -                     | Mechanical rubber goods                            | 2     | 1                      | 1                     | -                 | -                        | -                     |
| Drugs (specialty lines)                       | -          | -                      | -                     | -                 | -                        | -                     | Mill and mine supplies                             | 6     | 4                      | 1                     | 1                 | -                        | -                     |
| Patent medicines                              | 1          | -                      | 1                     | -                 | -                        | -                     | All other  | 21    | 10                     | 3                     | 3                 | 5                        | -                     |
| Toilet articles and preparations              | 3          | 2                      | -                     | 1                 | -                        | -                     | Professional exp't. & supplies                     | 7     | 5                      | 2                     | -                 | -                        | -                     |
| Dry goods                                     | 5          | 4                      | -                     | -                 | 1                        | -                     | Service exp't. and supplies                        | 14    | 13                     | -                     | -                 | 1                        | -                     |
| Dry goods (general line)                      | 2          | 2                      | -                     | -                 | -                        | -                     | Barber and beauty parlor                           | 3     | 3                      | -                     | -                 | -                        | -                     |
| Notions                                       | 2          | 2                      | -                     | -                 | -                        | -                     | Laundry  | 1     | 1                      | -                     | -                 | -                        | -                     |
| Piece goods                                   | 1          | -                      | -                     | -                 | 1                        | -                     | All other  | 10    | 9                      | -                     | -                 | 1                        | -                     |
| Electrical goods                              | 19         | 11                     | 3                     | 1                 | 4                        | -                     | Metals (except scrap)                              | 10    | 1                      | 4                     | 5                 | 1                        | 1                     |
| Electrical appliances, exp't. and supplies    | 15         | 8                      | 3                     | 1                 | 3                        | -                     | Iron and steel                                     | 8     | -                      | 4                     | 3                 | 1                        | -                     |
| Radio and radio equipment                     | 2          | 2                      | -                     | -                 | -                        | -                     | Other metal and metal works                        | 2     | 1                      | -                     | -                 | -                        | 1                     |
| Refrigerators                                 | 2          | 1                      | -                     | -                 | 1                        | -                     | Paper and its products                             | 7     | 5                      | 1                     | 1                 | -                        | -                     |
| Farm products-raw materials                   | 26         | 5                      | -                     | -                 | -                        | 21                    | Petroleum and its products                         | 154   | 13                     | -                     | -                 | -                        | 141                   |
| Grain   | 7          | 1                      | -                     | -                 | -                        | 6                     | Plumbing and heating exp't. and supplies           | 9     | 3                      | 5                     | -                 | 1                        | -                     |
| Hides, skins, and furs (raw)                  | 7          | 3                      | -                     | -                 | -                        | 4                     | Heating exp't. (general line)                      | 1     | -                      | 1                     | -                 | -                        | -                     |
| Livestock                                     | 6          | 1                      | -                     | -                 | -                        | 5                     | Plumbing & heating exp't. (general line)           | 6     | 3                      | 3                     | -                 | -                        | -                     |
| Wool and mohair                               | 6          | -                      | -                     | -                 | -                        | 6                     | Stores and ranges                                  | 1     | -                      | 1                     | -                 | -                        | -                     |
| Farm products-consumer goods                  | 65         | 34                     | 3                     | -                 | -                        | 28                    | All other  | 1     | -                      | -                     | -                 | 1                        | -                     |
| Dairy products (general line)                 | 9          | 5                      | -                     | -                 | -                        | 4                     | Tobacco and its products (except leaf)             | 5     | 3                      | -                     | 1                 | -                        | 1                     |
| Butter  | 1          | -                      | -                     | -                 | -                        | 1                     | Taste materials                                    | 8     | 8                      | -                     | -                 | -                        | -                     |
| Cheese  | 3          | 1                      | 2                     | -                 | -                        | -                     | Iron and steel scrap                               | 3     | 3                      | -                     | -                 | -                        | -                     |
| Milk and cream                                | 6          | 3                      | -                     | -                 | -                        | 3                     | Junk and scrap (general line)                      | 5     | 5                      | -                     | -                 | -                        | -                     |
| All other dairy products                      | 2          | 2                      | -                     | -                 | -                        | -                     | All other products                                 | 26    | 20                     | 3                     | -                 | 3                        | -                     |
| Poultry and poultry products                  | 10         | 4                      | -                     | -                 | -                        | 6                     | Beer   | 2     | 2                      | -                     | -                 | -                        | -                     |
| Dairy and poultry products                    | 5          | 2                      | 1                     | -                 | -                        | 2                     | Flowers and nursery stock                          | 5     | 4                      | 1                     | -                 | -                        | -                     |
| Fruits and vegetables (fresh)                 | 28         | 16                     | -                     | -                 | -                        | 12                    | Forest products (except lumber)                    | 4     | 4                      | -                     | -                 | -                        | -                     |
| All other                                     | 1          | 1                      | -                     | -                 | -                        | -                     | Leather  | 2     | 1                      | -                     | -                 | 1                        | -                     |
| Farm supplies                                 | 12         | 8                      | 4                     | -                 | -                        | -                     | Leather goods                                      | 5     | 4                      | 1                     | -                 | -                        | -                     |
| Feed  | 8          | 4                      | 4                     | -                 | -                        | -                     | Newspapers and magazines                           | 2     | 2                      | -                     | -                 | -                        | -                     |
| Seeds   | 4          | 4                      | -                     | -                 | -                        | -                     | Rubber goods (general line)                        | 1     | -                      | 1                     | -                 | -                        | -                     |
| Furniture and house furnishings               | 4          | 2                      | 1                     | -                 | 1                        | -                     | Miscellaneous                                      | 5     | 3                      | -                     | -                 | 2                        | -                     |
| China, glassware and crockery                 | 1          | -                      | -                     | -                 | 1                        | -                     |  |       |                        |                       |                   |                          |                       |
| Furniture                                     | 2          | 1                      | 1                     | -                 | -                        | -                     |  |       |                        |                       |                   |                          |                       |
| House furnishing (except floor coverings)     | 1          | 1                      | -                     | -                 | -                        | -                     |  |       |                        |                       |                   |                          |                       |

## WHOLESALE DISTRIBUTION: 1933

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TABLE 2A. - STATE OF UTAH

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)  
FOR STATES AND SELECTED CITIES

| Type of Establishment<br>Kind of Business               |    | Type of Establishment<br>Kind of Business |     |
|---|----|---|-----|
| 1/ The 213 "All other types" consists of the following: |    |   |     |
| Importers   | 7  | Selling agents                            | 2   |
| Other food and grocery specialties                      | 2  | Other food and grocery specialties        | 1   |
| Limited function wholesalers                            | 11 | Other metal and metal works               | 1   |
| Automotive equipment, accessories and parts             | 1  | Bulk tank stations (petroleum)            | 141 |
| Coal  | 2  | Chain store warehouses                    | 4   |
| Poultry and poultry products                            | 1  | Groceries (general line)                  | 3   |
| Fruits and vegetables (fresh)                           | 1  | Tobacco and its products (except leaf)    | 1   |
| Other food and grocery specialties                      | 5  | Assemblers and country buyers             | 20  |
| Lumber and millwork                                     | 1  | Hides, skins, and furs (raw)              | 4   |
| Brokers   | 8  | Wool and mohair                           | 5   |
| Grain   | 1  | Dairy products (general line)             | 1   |
| Livestock   | 1  | Butter                                    | 1   |
| Poultry and poultry products                            | 1  | Milk and cream                            | 2   |
| Fruits and vegetables (fresh)                           | 1  | Poultry and poultry products              | 2   |
| Groceries (general line)                                | 1  | Dairy and poultry products                | 1   |
| Other food and grocery specialties                      | 2  | Fruits and vegetables (fresh)             | 4   |
| Lumber and millwork                                     | 1  | Cooperative marketing associations        | 10  |
| Commission merchants                                    | 10 | Wool and mohair                           | 1   |
| Livestock   | 4  | Dairy products (general line)             | 3   |
| Dairy and poultry products                              | 1  | Milk and cream                            | 1   |
| Fruits and vegetables (fresh)                           | 3  | Poultry and poultry products              | 2   |
| Lumber and millwork                                     | 2  | Fruits and vegetables (fresh)             | 3   |
|   |    | Elevators (grain)                         | 5   |



## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF UTAH WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS          | Number of<br>estab-<br>lish-<br>ments | Net sales       | TOTAL EXPENSES  |                             | Full-time<br>employees<br>(average) | PAY ROLL       |               | Stocks on<br>hand (end<br>of year) |
|--|---------------------------------------|-----------------|-----------------|-----------------------------|-------------------------------------|----------------|---------------|------------------------------------|
|  |                                       |                 | Amount          | Per-<br>cent<br>of<br>sales |                                     | Total          | Part-<br>time |                                    |
| <b>THE STATE</b>   | <b>653</b>                            | <b>\$86,758</b> | <b>\$13,271</b> | <b>15.3</b>                 | <b>4,572</b>                        | <b>\$6,184</b> | <b>\$185</b>  | <b>\$10,476</b>                    |
| Wholesalers proper   | 322                                   | 44,664          | 7,404           | 16.6                        | 2,775                               | 3,697          | 121           | 7,655                              |
| Manufacturers' sales branches  | 98                                    | 17,046          | 2,999           | 17.6                        | 1,036                               | 1,356          | 25            | 1,758                              |
| Agents and brokers   | 53                                    | 9,082           | 412             | 4.5                         | 124                                 | 205            | 10            | 25                                 |
| All other types  | 180                                   | 15,966          | 2,456           | 15.4                        | 637                                 | 925            | 29            | 1,038                              |
| <b>WHOLESALEERS PROPER</b>   |                                       |                 |                 |                             |                                     |                |               |                                    |
| Amusement and sporting goods   | 5                                     | 143             | 48              | 33.6                        | 11                                  | 16             | 1             | 26                                 |
| Automotive products (automotive equipment,<br>accessories and parts) | 28                                    | 1,806           | 574             | 31.8                        | 234                                 | 302            | 4             | 393                                |
| Chemicals  | 10                                    | 1,184           | 337             | 28.5                        | 119                                 | 143            | 2             | 368                                |
| Clothing and furnishings   | 5                                     | 562             | 119             | 21.2                        | 56                                  | 44             | 1             | 75                                 |
| Coal   | 5                                     | 1,562           | 193             | 12.3                        | 28                                  | 73             | 10            | 3                                  |
| Drugs and drug sundries  | 5                                     | 2,098           | 368             | 17.5                        | 137                                 | 182            | 10            | 447                                |
| Dry goods  | 4                                     | 1,540           | 246             | 16.0                        | 138                                 | 128            | 10            | 409                                |
| Electrical goods (electrical appliances,<br>equipment and supplies)  | 11                                    | 1,121           | 285             | 25.4                        | 94                                  | 133            | 2             | 197                                |
| Farm products—raw materials  | 5                                     | 397             | 37              | 9.3                         | 9                                   | 14             | 1             | 70                                 |
| Farm products—consumer goods   | 36                                    | 2,890           | 487             | 16.9                        | 171                                 | 223            | 15            | 91                                 |
| Dairy products (general line)  | 5                                     | 146             | 40              |                             | 18                                  | 16             | 3             | 2                                  |
| Milk and cream   | 3                                     | 54              | 18              |                             | 9                                   | 6              | -             | -                                  |
| Poultry and dairy products   | 5                                     | 185             | 33              |                             | 11                                  | 15             | 2             | 6                                  |
| Fruits and vegetables (fresh)  | 17                                    | 2,141           | 340             |                             | 114                                 | 162            | 9             | 70                                 |
| All other  | 6                                     | 364             | 56              |                             | 19                                  | 24             | 1             | 13                                 |
| Farm supplies  | 8                                     | 1,537           | 291             | 18.9                        | 104                                 | 128            | -             | 244                                |
| Feed   | 4                                     | 682             | 81              |                             | 37                                  | 44             | -             | 36                                 |
| Seeds  | 4                                     | 855             | 210             |                             | 67                                  | 84             | -             | 208                                |
| Groceries and foods (except farm products)                           | 82                                    | 15,573          | 1,713           | 11.0                        | 650                                 | 885            | 24            | 2,452                              |
| Groceries (general line)   | 17                                    | 10,309          | 898             |                             | 345                                 | 495            | 5             | 1,954                              |
| Confectionery and soft drinks  | 15                                    | 467             | 118             |                             | 54                                  | 66             | 12            | 86                                 |
| Meat and meat products   | 10                                    | 2,124           | 231             |                             | 88                                  | 105            | 1             | 57                                 |
| Other food and grocery specialties                                   | 40                                    | 2,673           | 466             |                             | 163                                 | 219            | 6             | 356                                |
| Hardware   | 5                                     | 3,890           | 713             | 18.3                        | 291                                 | 385            | 5             | 1,009                              |
| Jewelry and optical goods  | 5                                     | 121             | 29              | 24.0                        | 12                                  | 14             | 1             | 29                                 |
| Lumber and building materials<br>(other than metal)                  | 11                                    | 2,520           | 334             | 13.3                        | 126                                 | 182            | 12            | 314                                |
| Machinery equipment and supplies<br>(except electrical)              | 42                                    | 3,309           | 822             | 24.8                        | 265                                 | 416            | 8             | 742                                |
| Commercial machinery equipment and<br>supplies                       | 5                                     | 154             | 42              |                             | 25                                  | 25             | -             | 54                                 |
| Farm and dairy machinery and equipment                               | 4                                     | 341             | 67              |                             | 17                                  | 38             | -             | 87                                 |
| Industrial machinery, equipment and<br>supplies                      | 15                                    | 1,577           | 340             |                             | 110                                 | 163            | 2             | 323                                |
| Mill and mine supplies (general line)                                | 5                                     | 698             | 140             |                             | 45                                  | 63             | 1             | 164                                |
| All other  | 10                                    | 879             | 200             |                             | 64                                  | 100            | 1             | 159                                |
| Professional equipment and supplies                                  | 5                                     | 582             | 140             |                             | 42                                  | 77             | 3             | 135                                |
| Service equipment and supplies                                       | 13                                    | 655             | 233             |                             | 71                                  | 113            | 3             | 163                                |
| Laundry equipment and supplies                                       | 4                                     | 277             | 93              |                             | 37                                  | 50             | -             | 88                                 |
| All other  | 9                                     | 378             | 140             |                             | 34                                  | 63             | 3             | 105                                |

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Table 2 B.—STATE OF UTAH WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALEERS PROPER (continued)                             |                                       |           |                |                             |                                     |          |               |                                    |
| Paper and its products                                      | 5                                     | \$966     | \$191          | 19.8                        | 81                                  | \$112    | \$1           | \$303                              |
| Petroleum and its products                                  | 13                                    | 847       | 147            | 17.4                        | 48                                  | 54       | 3             | 31                                 |
| Plumbing and heating equipment and supplies                 | 3                                     | 303       | 58             | 19.1                        | 18                                  | 22       | 1             | 108                                |
| Tobacco and its products (except leaf)                      | 3                                     | 892       | 79             | 8.9                         | 31                                  | 47       | 1             | 44                                 |
| Waste materials   | 8                                     | 160       | 40             | 25.0                        | 15                                  | 18       | 2             | 1.6                                |
| Iron and steel scrap  | 3                                     | 150       | 29             |                             | 14                                  | 14       | -             | 8                                  |
| Junk and scrap (general line)                               | 5                                     | 50        | 11             |                             | 1                                   | 4        | 2             | 8                                  |
| All other kinds of business                                 | 23                                    | 1,253     | 348            | 27.8                        | 137                                 | 176      | 8             | 294                                |
| Flowers and nursery stock                                   | 4                                     | 174       | 73             |                             | 28                                  | 25       | 1             | 108                                |
| Forest products (except lumber)                             | 4                                     | 166       | 38             |                             | 17                                  | 20       | 1             | 43                                 |
| Leather goods   | 4                                     | 89        | 28             |                             | 10                                  | 12       | 1             | 48                                 |
| Miscellaneous   | 11                                    | 824       | 209            |                             | 82                                  | 119      | 5             | 95                                 |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                             |                                     |          |               |                                    |
| WITH STOCKS   | 79                                    | 13,487    | 2,618          | 19.4                        | 933                                 | 1,175    | 23            | 1,758                              |
| Amusement and sporting goods                                | 5                                     | 702       | 219            | 31.2                        | 68                                  | 114      | -             | 27                                 |
| Automotive products   | 5                                     | 1,675     | 301            | 18.0                        | 61                                  | 121      | 2             | 161                                |
| Electrical goods  | 3                                     | 451       | 97             | 21.5                        | 28                                  | 61       | -             | 60                                 |
| Farm products—consumer goods                                | 3                                     | 841       | 133            | 15.8                        | 50                                  | 62       | 1             | 30                                 |
| Farm supplies   | 4                                     | 212       | 59             | 27.8                        | 19                                  | 23       | 1             | 13                                 |
| Groceries and foods (except farm products)                  | 22                                    | 5,365     | 892            | 16.6                        | 342                                 | 376      | 6             | 581                                |
| Jewelry and optical goods                                   | 3                                     | 37        | 15             | 40.5                        | 7                                   | 9        | -             | 3                                  |
| Machinery, equipment and supplies<br>(except electrical)    | 14                                    | 1,398     | 379            | 27.1                        | 157                                 | 205      | 1             | 469                                |
| Metals (except scrap)                                       | 4                                     | 1,083     | 69             | 6.4                         | 10                                  | 21       | 2             | 120                                |
| Plumbing and heating equipment and supplies                 | 5                                     | 668       | 219            | 32.8                        | 42                                  | 63       | 9             | 189                                |
| All other kinds of business                                 | 11                                    | 1,065     | 235            | 22.3                        | 149                                 | 120      | 1             | 106                                |
| WITHOUT STOCKS  | 19                                    | 3,589     | 381            | 10.7                        | 103                                 | 181      | 2             | -                                  |
| Amusement and sporting goods                                | 4                                     | 401       | 174            | 43.4                        | 57                                  | 90       | -             | -                                  |
| Machinery, equipment and supplies<br>(except electrical)    | 5                                     | 1,328     | 42             | 3.2                         | 13                                  | 28       | -             | -                                  |
| Metals (except scrap)                                       | 3                                     | 977       | 34             | 3.5                         | 6                                   | 18       | 2             | -                                  |
| All other kinds of business                                 | 7                                     | 853       | 131            | 15.4                        | 27                                  | 45       | -             | -                                  |
| AGENTS AND BROKERS  |                                       |           |                |                             |                                     |          |               |                                    |
| BROKERS   | 8                                     | 3,556     | 108            | 3.0                         | 33                                  | 43       | 1             | 1                                  |
| Groceries and foods (except farm products)                  | 3                                     | 1,620     | 29             | 1.8                         | 12                                  | 15       | 1             | -                                  |
| All other kinds of business                                 | 5                                     | 1,936     | 79             | 4.1                         | 21                                  | 28       | -             | 1                                  |
| COMMISSION MERCHANTS  | 10                                    | 2,049     | 89             | 4.3                         | 33                                  | 45       | 5             | 8                                  |
| Farm products—raw materials                                 | 4                                     | 1,518     | 28             | 1.9                         | 18                                  | 15       | -             | -                                  |
| All other kinds of business                                 | 6                                     | 531       | 60             | 11.3                        | 20                                  | 30       | 5             | 8                                  |
| MANUFACTURERS' AGENTS                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Electrical goods  | 4                                     | 160       | 20             | 12.5                        | 3                                   | 16       | 1             | -                                  |
| Groceries and foods (except farm products)                  | 4                                     | 1,441     | 57             | 4.0                         | 17                                  | 33       | 1             | -                                  |
| Lumber and building materials<br>(other than metal)         | 3                                     | 432       | 14             | 3.2                         | 3                                   | 5        | -             | -                                  |
| Machinery, equipment and supplies<br>(except electrical)    | 11                                    | 470       | 76             | 16.2                        | 19                                  | 36       | 1             | 16                                 |
| All other kinds of business                                 | 11                                    | 767       | 33             | 4.4                         | 11                                  | 18       | 1             | 1                                  |

## WHOLESALE DISTRIBUTION: 1933

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 Table 2B.—STATE OF UTAH  
 WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| AGENTS AND BROKERS (continued)                              |                                       |           |                |                             |                                     |          |               |                                    |
| OTHER AGENTS  | 2                                     | \$218     | \$15           | 6.9                         | 5                                   | \$10     | -             | -                                  |
| ALL OTHER TYPES   |                                       |           |                |                             |                                     |          |               |                                    |
| FUEL TANK STATIONS (petroleum)                              | 141                                   | 8,589     | 1,866          | 21.5                        | 462                                 | 684      | 8             | 655                                |
| CHAIN STORE WAREHOUSES                                      | 4                                     | 2,493     | 115            | 4.5                         | 25                                  | 45       | 3             | 190                                |
| ASSEMBLERS AND COUNTRY BUYERS                               | 20                                    | 1,541     | 103            | 6.7                         | 31                                  | 57       | 14            | 154                                |
| Farm products—raw materials                                 | 9                                     | 1,373     | 82             | 6.0                         | 21                                  | 48       | 12            | 149                                |
| Farm products—consumer goods                                | 11                                    | 168       | 21             | 12.5                        | 10                                  | 9        | 2             | 5                                  |
| COOPERATIVE MARKETING ASSOCIATIONS                          | 10                                    | 3,213     | 361            | 11.2                        | 111                                 | 134      | 4             | 27                                 |
| ELEVATORS   | 5                                     | 40        | 11             | 27.5                        | 7                                   | 5        | -             | 9                                  |
| CITIES OF 100,000 POPULATION AND OVER                       |                                       |           |                |                             |                                     |          |               |                                    |
| SALT LAKE CITY  |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 220                                   | 32,849    | 5,904          | 18.0                        | 2,215                               | 2,958    | 90            | 5,766                              |
| Manufacturers' sales branches                               | 78                                    | 13,350    | 2,723          | 20.4                        | 998                                 | 1,267    | 21            | 1,241                              |
| Agents and brokers  | 47                                    | 6,720     | 349            | 5.2                         | 101                                 | 183      | 10            | 26                                 |
| All other types   | 20                                    | 7,710     | 984            | 12.6                        | 221                                 | 348      | 17            | 529                                |
| WHOLESALESAERS PROPER                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 5                                     | 143       | 47             | 32.9                        | 10                                  | 16       | 1             | 26                                 |
| Automotive products   | 18                                    | 1,324     | 446            | 33.7                        | 179                                 | 235      | 3             | 229                                |
| Chemicals   | 8                                     | 1,081     | 301            | 27.8                        | 108                                 | 131      | 2             | 340                                |
| Clothing and furnishings                                    | 5                                     | 566       | 119            | 21.2                        | 55                                  | 44       | -             | 75                                 |
| Drugs and drug sundries                                     | 4                                     | 1,298     | 232            | 17.9                        | 96                                  | 126      | 10            | 295                                |
| Dry goods   | 4                                     | 1,540     | 246            | 16.0                        | 137                                 | 128      | 10            | 409                                |
| Electrical goods  | 11                                    | 1,121     | 285            | 25.4                        | 92                                  | 133      | 2             | 197                                |
| Farm products—consumer goods                                | 15                                    | 2,042     | 326            | 16.0                        | 107                                 | 154      | 4             | 63                                 |
| Farm supplies   | 3                                     | 840       | 203            | 24.2                        | 64                                  | 79       | -             | 198                                |
| Groceries and foods (except farm products)                  | 40                                    | 8,084     | 1,000          | 12.4                        | 374                                 | 504      | 19            | 1,203                              |
| Hardware  | 4                                     | 3,845     | 697            | 18.1                        | 287                                 | 380      | 4             | 989                                |
| Jewelry and optical goods                                   | 4                                     | 109       | 25             | 22.9                        | 10                                  | 12       | 1             | 26                                 |
| Lumber and building materials<br>(other than metal)         | 10                                    | 2,401     | 303            | 12.6                        | 122                                 | 172      | 10            | 298                                |
| Machinery, equipment and supplies<br>(except electrical)    | 39                                    | 3,133     | 803            | 25.6                        | 256                                 | 408      | 8             | 683                                |
| Paper and its products                                      | 4                                     | 873       | 176            | 20.2                        | 75                                  | 104      | 1             | 265                                |
| Petroleum and its products                                  | 11                                    | 724       | 128            | 17.7                        | 45                                  | 48       | 3             | 25                                 |
| Tobacco and its products (except leaf)                      | 3                                     | 892       | 79             | 8.9                         | 31                                  | 47       | 1             | 44                                 |
| Waste materials   | 7                                     | 147       | 35             | 23.8                        | 14                                  | 17       | 2             | 15                                 |
| All other kinds of business 1/                              | 25                                    | 2,690     | 453            | 16.8                        | 153                                 | 220      | 9             | 386                                |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 9                                     | 1,103     | 394            | 35.7                        | 125                                 | 205      | -             | 27                                 |
| Automotive products   | 6                                     | 1,750     | 327            | 18.7                        | 69                                  | 134      | 2             | 160                                |
| Electrical goods  | 4                                     | 548       | 103            | 18.8                        | 34                                  | 65       | -             | 60                                 |
| Groceries and foods (except farm products)                  | 14                                    | 3,566     | 740            | 20.8                        | 318                                 | 333      | 5             | 154                                |
| Machinery, equipment and supplies<br>(except electrical)    | 18                                    | 1,639     | 409            | 25.0                        | 166                                 | 225      | 1             | 469                                |
| Metals (except scrap)                                       | 6                                     | 1,530     | 60             | 3.9                         | 13                                  | 28       | 3             | 50                                 |
| Plumbing and heating equipment and supplies                 | 4                                     | 602       | 209            | 34.7                        | 42                                  | 69       | 8             | 180                                |
| All other kinds of business 2/                              | 17                                    | 2,612     | 481            | 18.4                        | 231                                 | 218      | 2             | 141                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF UTAH WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| AGENTS AND BROKERS  |                                       |           |                |                             |                                     |          |               |                                    |
| Electrical goods  | 4                                     | \$ 160    | \$ 20          | 12.5                        | 3                                   | \$ 15    | \$ 1          | \$ -                               |
| Farm products—consumer goods                                | 5                                     | 729       | 62             | 8.5                         | 17                                  | 30       | 6             | 9                                  |
| Groceries and foods (except farm products)                  | 6                                     | 3,289     | 100            | 3.1                         | 34                                  | 59       | 1             | -                                  |
| Lumber and building materials<br>(other than metal)         | 6                                     | 707       | 28             | 4.0                         | 9                                   | 13       | -             | -                                  |
| Machinery, equipment and supplies<br>(except electrical)    | 11                                    | 470       | 76             | 16.2                        | 19                                  | 36       | 1             | 16                                 |
| All other kinds of business 3/                              | 13                                    | 1,395     | 63             | 4.5                         | 19                                  | 30       | 1             | 1                                  |
| ALL OTHER TYPES   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 4                                     | 1,284     | 74             | 5.8                         | 19                                  | 45       | 10            | 130                                |
| Farm products—consumer goods                                | 3                                     | 784       | 74             | 9.4                         | 26                                  | 35       | 2             | 6                                  |
| Petroleum and its products                                  | 11                                    | 3,519     | 734            | 20.9                        | 154                                 | 228      | 2             | 229                                |
| All other kinds of business                                 | 2                                     | 2,123     | 102            | 4.8                         | 22                                  | 40       | 3             | 164                                |
| CITIES OF 20,000 TO 50,000 POPULATION                       |                                       |           |                |                             |                                     |          |               |                                    |
| OGDEN   |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 27                                    | 12,276    | 1,415          | 11.5                        | 439                                 | 598      | 6             | 1,625                              |
| All other types   | 25                                    | 5,728     | 793            | 13.8                        | 305                                 | 411      | 2             | 1,103                              |
| Farm products—raw materials                                 | 4                                     | 2,013     | 42             | 2.1                         | 17                                  | 11       | -             | -                                  |
| Farm products—consumer goods                                | 8                                     | 724       | 239            | 33.0                        | 56                                  | 87       | 2             | 14                                 |
| Groceries and foods (except farm products)                  | 13                                    | 5,627     | 537            | 9.5                         | 184                                 | 274      | 1             | 1,077                              |
| Petroleum and its products                                  | 10                                    | 912       | 196            | 21.5                        | 41                                  | 65       | 1             | 62                                 |
| All other kinds of business                                 | 20                                    | 3,000     | 401            | 13.4                        | 141                                 | 181      | 2             | 472                                |
| CITIES OF 5,000 TO 20,000 POPULATION                        |                                       |           |                |                             |                                     |          |               |                                    |
| Total   | 61                                    | 4,041     | 663            | 16.9                        | 217                                 | 305      | 13            | 516                                |
| BRIGHAM   | 8                                     | 314       | 55             | 17.5                        | 12                                  | 34       | 7             | 36                                 |
| LOGAN   | 13                                    | 626       | 150            | 24.0                        | 40                                  | 61       | 2             | 75                                 |
| MURRAY  | 3                                     | 352       | 40             | 11.4                        | 20                                  | 24       | -             | 13                                 |
| PROVO   | 29                                    | 2,597     | 402            | 15.5                        | 134                                 | 169      | 3             | 376                                |
| TOOELE  | 8                                     | 152       | 36             | 23.7                        | 11                                  | 15       | 1             | 16                                 |

1/ Includes 2 establishments dealing in coal; 2 in farm products—raw materials; 2 in furniture and house furnishings; 1 in metals; 2 in plumbing and heating equipment and supplies; and 16 in all other products.

2/ Includes 1 establishment dealing in chemicals; 2 in clothing and furnishings; 1 in coal; 2 in drugs and drug sundries; 1 in farm products—consumer goods; 1 in farm supplies; 1 in furniture and house furnishings; 1 in jewelry and optical goods; 1 in lumber and building materials; 2 in paper and its products; 1 in tobacco and its products (except leaf); and 3 in all other products.

3/ Includes 1 establishment dealing in chemicals; 1 in clothing and furnishings; 1 in dry goods; 1 in farm products—raw materials; 1 in furniture and house furnishings; 2 in hardware; 2 in metals; 1 in plumbing and heating equipment and supplies; and 3 in all other products.

## WHOLESALE DISTRIBUTION: 1933

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Table 3.—STATE OF UTAH RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                  | RECEIPTS FROM—       |                                  |              |                          |               |                          |
|---|--------------------------|-----------------|----------------|------------------|----------------------|----------------------------------|--------------|--------------------------|---------------|--------------------------|
|   |                          |                 | Amount         | Percent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental |                          | Other sources |                          |
|   |                          |                 |                |                  |                      |                                  | Amount       | Number of establishments | Amount        | Number of establishments |
| Total for State                                       | 653                      | \$86,758        | \$13,271       | 15.3             | \$85,511             | \$115                            | 5            | \$16                     | 29            | \$1,116                  |
| Amusement and sporting goods                          | 14                       | 1,246           | 441            | 35.4             | 256                  | -                                | -            | -                        | 9             | 1/ 990                   |
| Automotive products                                   | 35                       | 3,567           | 903            | 25.3             | 3,483                | 47                               | -            | -                        | 5             | 37                       |
| Clothing and furnishings                              | 8                        | 1,236           | 252            | 20.4             | 1,236                | -                                | -            | -                        | -             | -                        |
| Electrical goods                                      | 19                       | 1,829           | 408            | 22.3             | 1,811                | 13                               | -            | -                        | 1             | 5                        |
| Farm products—raw materials                           | 26                       | 4,779           | 217            | 4.5              | 4,772                | 2                                | -            | -                        | 1             | 5                        |
| Farm products—consumer goods                          | 65                       | 7,852           | 1,068          | 13.6             | 7,849                | -                                | -            | -                        | 1             | 3                        |
| Farm supplies   | 12                       | 1,749           | 350            | 20.0             | 1,749                | -                                | -            | -                        | -             | -                        |
| Furniture and house furnishings                       | 4                        | 368             | 51             | 13.9             | 368                  | -                                | -            | -                        | -             | -                        |
| Groceries and foods (except farm products)            | 116                      | 26,673          | 2,823          | 10.6             | 26,668               | -                                | -            | -                        | 1             | 5                        |
| Jewelry and optical goods                             | 8                        | 158             | 44             | 27.8             | 158                  | -                                | -            | -                        | -             | -                        |
| Lumber and building materials (other than metal)      | 18                       | 3,248           | 368            | 11.3             | 3,239                | -                                | 1            | 9                        | -             | -                        |
| Machinery, equipment and supplies (except electrical) | 72                       | 6,505           | 1,319          | 20.3             | 6,401                | 51                               | -            | -                        | 8             | 2/ 53                    |
| Metals (except scrap)                                 | 10                       | 2,112           | 106            | 5.0              | 2,112                | -                                | -            | -                        | -             | -                        |
| Petroleum and its products                            | 154                      | 9,536           | 2,013          | 21.1             | 9,525                | 1                                | 1            | 3                        | 1             | 7                        |
| Plumbing and heating equipment and supplies           | 9                        | 1,011           | 280            | 27.7             | 1,011                | -                                | -            | -                        | -             | -                        |
| Waste materials                                       | 8                        | 160             | 40             | 25.0             | 160                  | -                                | -            | -                        | -             | -                        |
| All other kinds of business                           | 75                       | 14,729          | 2,588          | 17.6             | 14,713               | 1                                | 3            | 4                        | 2             | 11                       |

1/Includes 9 exchanges dealing in motion picture films with income from film rentals of \$990,000.

2/Includes 2 establishments dealing in machinery equipment and supplies with receipts from machine rentals amounting to \$33,000.

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## WHOLESALE DISTRIBUTION: 1933

Table 4.—STATE OF UTAH CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS            | ALL ESTABLISHMENTS |                 | ESTABLISHMENTS REPORTING CREDIT SALES |  |                 |  |                 |                        |                                 |                   |                             |
|--|--------------------|-----------------|---------------------------------------|--|-----------------|--|-----------------|------------------------|---------------------------------|-------------------|-----------------------------|
|  | Number             | Net sales       | Number                                | Per-<br>cent<br>of<br>total<br>for<br>kind<br>of<br>business | Net<br>sales    | Per-<br>cent<br>of<br>total<br>for<br>kind<br>of<br>business | Credit sales    |                        |                                 | Total<br>Expenses |                             |
|  |                    |                 |                                       |  |                 |  | Amount          | Percent<br>of<br>sales | All<br>estab-<br>lish-<br>ments | Amount            | Per-<br>cent<br>of<br>sales |
|  |                    |                 |                                       |  |                 |  |                 |                        |                                 |                   |                             |
| <b>Total for State</b>                               | <b>653</b>         | <b>\$86,758</b> | <b>506</b>                            | <b>77.5</b>  | <b>\$71,231</b> | <b>82.1</b>  | <b>\$59,848</b> | <b>82.6</b>            | <b>674.8</b>                    | <b>\$11,605</b>   | <b>16.3</b>                 |
| <b>WHOLESALESAERS PROPER</b>                         |                    |                 |                                       |  |                 |  |                 |                        |                                 |                   |                             |
| <b>Total</b>   | <b>322</b>         | <b>44,664</b>   | <b>271</b>                            | <b>84.2</b>  | <b>41,620</b>   | <b>93.2</b>  | <b>35,702</b>   | <b>85.8</b>            | <b>79.9</b>                     | <b>6,851</b>      | <b>16.5</b>                 |
| Amusement and sporting goods                         | 5                  | 143             | 3                                     | 60.0   | 101             | 70.6   | 84              | 83.2                   | 56.7                            | 31                | 30.7                        |
| Automotive products                                  | 28                 | 1,806           | 25                                    | 89.3   | 1,772           | 98.1   | 1,089           | 61.5                   | 60.3                            | 565               | 31.9                        |
| Chemicals  | 10                 | 1,134           | 10                                    | 100.0  | 1,184           | 100.0  | 1,060           | 89.5                   | 89.5                            | 337               | 28.5                        |
| Clothing and furnishings                             | 5                  | 562             | 3                                     | 100.0  | 552             | 100.0  | 545             | 97.0                   | 97.0                            | 119               | 21.2                        |
| Coal   | 5                  | 1,552           | 3                                     | 60.0   | 1,542           | 99.4   | 1,495           | 97.0                   | 96.5                            | 134               | 8.7                         |
| Drugs and drug sundries                              | 5                  | 2,098           | 3                                     | 60.0   | 2,038           | 97.1   | 1,784           | 87.5                   | 85.0                            | 338               | 16.2                        |
| Dry goods  | 4                  | 1,540           | 4                                     | 100.0  | 1,540           | 100.0  | 1,385           | 89.9                   | 89.9                            | 246               | 16.0                        |
| Electrical goods                                     | 11                 | 1,121           | 10                                    | 90.9   | 1,120           | 99.9   | 1,064           | 95.0                   | 94.9                            | 284               | 25.4                        |
| Farm products—raw materials                          | 5                  | 397             | 2                                     | 40.0   | 129             | 32.5   | 44              | 34.1                   | 11.1                            | 10                | 7.8                         |
| Farm products—consumer goods                         | 36                 | 2,890           | 32                                    | 88.9   | 2,729           | 94.4   | 1,982           | 72.6                   | 68.6                            | 480               | 16.9                        |
| Farm supplies  | 1                  | 1,537           | 3                                     | 37.5   | 653             | 43.1   | 94              | 14.2                   | 6.1                             | 79                | 11.3                        |
| Groceries and foods (except farm products)           | 82                 | 15,573          | 66                                    | 80.5   | 14,325          | 92.0   | 13,221          | 85.3                   | 78.5                            | 1,625             | 11.3                        |
| Hardware   | 5                  | 3,890           | 5                                     | 100.0  | 3,890           | 100.0  | 3,676           | 94.5                   | 94.5                            | 713               | 18.3                        |
| Jewelry and optical goods                            | 5                  | 121             | 5                                     | 100.0  | 121             | 100.0  | 97              | 80.2                   | 80.2                            | 23                | 24.0                        |
| Lumber and building materials (other than metal)     | 11                 | 2,520           | 11                                    | 100.0  | 2,520           | 100.0  | 2,464           | 97.8                   | 97.8                            | 334               | 13.3                        |
| Machinery equipment and supplies (except electrical) | 42                 | 3,309           | 38                                    | 90.5   | 3,255           | 98.4   | 3,072           | 94.4                   | 92.8                            | 796               | 24.5                        |
| Paper and its products                               | 5                  | 966             | 5                                     | 100.0  | 966             | 100.0  | 922             | 95.4                   | 95.4                            | 191               | 19.8                        |
| Petroleum and its products                           | 13                 | 847             | 13                                    | 100.0  | 847             | 100.0  | 675             | 79.7                   | 79.7                            | 147               | 17.4                        |
| Plumbing and heating equipment and supplies          | 3                  | 303             | 3                                     | 100.0  | 303             | 100.0  | 287             | 94.7                   | 94.7                            | 58                | 19.1                        |
| Tobacco and its products (except leaf)               | 3                  | 892             | 3                                     | 100.0  | 892             | 100.0  | 733             | 82.2                   | 82.2                            | 79                | 8.9                         |
| Waste materials                                      | 8                  | 160             | 3                                     | 37.5   | 124             | 77.5   | 107             | 86.3                   | 86.9                            | 29                | 23.4                        |
| All other kinds of business                          | 23                 | 1,253           | 19                                    | 82.6   | 997             | 79.6   | 822             | 82.4                   | 82.6                            | 253               | 25.4                        |
| <b>ALL OTHER TYPES</b>                               |                    |                 |                                       |  |                 |  |                 |                        |                                 |                   |                             |
| <b>Total</b>   | <b>331</b>         | <b>42,094</b>   | <b>235</b>                            | <b>71.0</b>  | <b>29,611</b>   | <b>70.3</b>  | <b>23,146</b>   | <b>78.2</b>            | <b>55.0</b>                     | <b>4,754</b>      | <b>16.1</b>                 |
| Amusement and sporting goods                         | 9                  | 1,103           | 4                                     | 44.4   | 413             | 37.4   | 258             | 62.5                   | 23.4                            | 177               | 42.9                        |
| Automotive products                                  | 7                  | 1,761           | 6                                     | 85.7   | 1,143           | 64.9   | 1,121           | 98.1                   | 63.7                            | 197               | 17.2                        |
| Chemicals  | 2                  | (X)             | 1                                     | (X)  | (X)             | (X)  | (X)             | (X)                    | (X)                             | (X)               | (X)                         |
| Clothing and furnishings                             | 3                  | 674             | 3                                     | 100.0  | 674             | 100.0  | 674             | 100.0                  | 100.0                           | 133               | 19.7                        |
| Coal   | 1                  | (X)             | 1                                     | (X)  | (X)             | (X)  | (X)             | (X)                    | (X)                             | (X)               | (X)                         |
| Drugs and drug sundries                              | 2                  | (X)             | —                                     | —  | —               | —  | —               | —                      | —                               | —                 | —                           |
| Dry goods  | 1                  | (X)             | 1                                     | (X)  | (X)             | (X)  | (X)             | (X)                    | (X)                             | (X)               | (X)                         |
| Electrical goods                                     | 8                  | 708             | 6                                     | 75.0   | 702             | 99.2   | 646             | 92.0                   | 91.2                            | 120               | 17.1                        |
| Farm products—raw materials                          | 1                  | 4,332           | 1                                     | 4.8  | 618             | 14.1   | 30              | 4.9                    | 0.7                             | 29                | 4.7                         |
| Farm products—consumer goods                         | 29                 | 4,962           | 17                                    | 56.6   | 2,787           | 55.6   | 2,331           | 84.5                   | 47.0                            | 517               | 18.8                        |
| Farm supplies  | 4                  | 212             | 4                                     | 100.0  | 212             | 100.0  | 61              | 28.6                   | 28.6                            | 59                | 27.8                        |
| Furniture and house furnishings                      | 2                  | (X)             | 1                                     | (X)  | (X)             | (X)  | (X)             | (X)                    | (X)                             | (X)               | (X)                         |
| Groceries and foods                                  | 34                 | 11,100          | 24                                    | 70.6   | 8,622           | 77.7   | 7,605           | 88.2                   | 68.5                            | 1,012             | 11.7                        |
| Hardware   | 2                  | (X)             | 1                                     | (X)  | (X)             | (X)  | (X)             | (X)                    | (X)                             | (X)               | (X)                         |
| Jewelry and optical goods                            | 3                  | 37              | 3                                     | 100.0  | 37              | 100.0  | 37              | 100.0                  | 100.0                           | (X)               | (X)                         |
| Lumber and building materials                        | 7                  | 729             | 5                                     | 71.4   | 702             | 96.4   | 32              | 85.5                   | 85.5                            | 18                | 40.5                        |
| Machinery equipment and supplies                     | 30                 | 3,186           | 28                                    | 93.3   | 3,149           | 96.5   | 3,039           | 96.5                   | 95.1                            | 23                | 4.0                         |
| Metals (except scrap)                                | 7                  | 2,104           | 7                                     | 77.8   | 1,968           | 93.5   | 1,968           | 100.0                  | 93.5                            | 98                | 5.0                         |
| Paper and its products                               | 2                  | (X)             | 1                                     | (X)  | (X)             | (X)  | (X)             | (X)                    | (X)                             | (X)               | (X)                         |
| Petroleum and its products                           | 141                | 8,689           | 111                                   | 78.7   | 7,058           | 81.2   | 3,373           | 47.8                   | 39.8                            | 1,514             | 21.5                        |
| Plumbing and heating equipment                       | 6                  | 708             | 6                                     | 100.0  | 708             | 100.0  | 458             | 64.7                   | 64.7                            | 222               | 31.4                        |
| Tobacco and its products                             | 2                  | (X)             | —                                     | —  | —               | —  | —               | —                      | —                               | —                 | —                           |
| All other products                                   | 6                  | 394             | 4                                     | 66.7   | 330             | 96.4   | 330             | 100.0                  | 95.4                            | 70                | 18.4                        |

## WHOLESALE DISTRIBUTION: 1933

Census of  
American  
Business

Table 5.—STATE OF

UTAH

DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS         | ALL ESTABLISHMENTS |                 |                 | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |                                       |                 |                                       |                 |                  |                               |                                     |                           |                                  |
|---|--------------------|-----------------|-----------------|--|---------------------------------------|-----------------|---------------------------------------|-----------------|------------------|-------------------------------|-------------------------------------|---------------------------|----------------------------------|
|   | Number             | Net sales       | Total expenses  | Number of establishments                       | Percent of total for kind of business | Net sales       | Percent of total for kind of business | Total expenses  |                  | Sales to retailers for resale | Sales to home consumers (at retail) | Sales to industrial users | Sales to wholesale organizations |
|   |                    |                 |                 |  |                                       |                 |                                       | Amount          | Percent of sales |                               |                                     |                           |                                  |
| <b>Total for State</b>                            | <b>655</b>         | <b>\$66,758</b> | <b>\$13,271</b> | <b>537</b>                                     | <b>82.2</b>                           | <b>\$72,419</b> | <b>82.5</b>                           | <b>\$10,587</b> | <b>14.6</b>      | <b>\$50,706</b>               | <b>\$2,320</b>                      | <b>\$12,703</b>           | <b>\$6,690</b>                   |
| <b>WHOLESALESAERS PROPER</b>                      |                    |                 |                 |  |                                       |                 |                                       |                 |                  |                               |                                     |                           |                                  |
| <b>Total</b>                                      | <b>322</b>         | <b>44,654</b>   | <b>7,404</b>    | <b>304</b>                                     | <b>94.4</b>                           | <b>40,093</b>   | <b>89.8</b>                           | <b>6,555</b>    | <b>16.4</b>      | <b>31,425</b>                 | <b>1,728</b>                        | <b>5,626</b>              | <b>1,514</b>                     |
| <b>Amusements and sporting goods</b>              | 5                  | 143             | 48              | 4  | 80.0                                  | 141             | 98.6                                  | 46              | 32.6             | 55                            | 6                                   | 33                        | 37                               |
| <b>Automotive products</b>                        | 28                 | 1,806           | 574             | 28   | 100.0                                 | 1,806           | 100.0                                 | 574             | 31.8             | 1,541                         | 170                                 | 74                        | 21                               |
| <b>Chemicals</b>                                  | 10                 | 1,184           | 337             | 10   | 100.0                                 | 1,184           | 100.0                                 | 337             | 28.5             | 571                           | 222                                 | 334                       | 55                               |
| <b>Clothing and furnishings</b>                   | 5                  | 552             | 119             | 5  | 100.0                                 | 552             | 100.0                                 | 119             | 21.2             | 551                           | 1                                   | -                         | -                                |
| <b>Coal</b>                                       | 5                  | 1,552           | 138             | 5  | 100.0                                 | 1,552           | 100.0                                 | 138             | 8.9              | 1,099                         | 6                                   | 435                       | 12                               |
| <b>Drugs and drug sundries</b>                    | 5                  | 2,095           | 368             | 3  | 60.0                                  | 897             | 42.8                                  | 165             | 18.4             | 850                           | 46                                  | -                         | 1                                |
| <b>Dry goods</b>                                  | 4                  | 1,540           | 246             | 3  | 75.0                                  | 483             | 31.4                                  | 97              | 20.1             | 483                           | -                                   | -                         | -                                |
| <b>Electrical goods</b>                           | 11                 | 1,121           | 285             | 9  | 81.8                                  | 868             | 77.4                                  | 217             | 25.0             | 596                           | 21                                  | 241                       | 10                               |
| <b>Farm products—raw materials</b>                | 5                  | 397             | 37              | 3  | 60.0                                  | 321             | 80.9                                  | 31              | 9.7              | 97                            | 8                                   | 192                       | 24                               |
| <b>Farm products—consumer goods</b>               | 56                 | 2,890           | 487             | 31   | 86.1                                  | 2,704           | 93.6                                  | 465             | 17.2             | 2,553                         | 42                                  | 33                        | 96                               |
| <b>Farm supplies</b>                              | 8                  | 1,537           | 291             | 7  | 87.5                                  | 958             | 62.3                                  | 142             | 14.8             | 704                           | 253                                 | -                         | 1                                |
| <b>Groceries and foods (except farm products)</b> | 62                 | 15,573          | 1,713           | 62   | 100.0                                 | 15,573          | 100.0                                 | 1,713           | 11.0             | 14,121                        | 150                                 | 455                       | 847                              |
| <b>Hardware</b>                                   | 5                  | 3,890           | 713             | 4  | 80.0                                  | 2,914           | 74.9                                  | 538             | 18.5             | 2,166                         | 20                                  | 728                       | -                                |
| <b>Jewelry and optical goods</b>                  | 5                  | 121             | 29              | 5  | 100.0                                 | 121             | 100.0                                 | 29              | 24.0             | 105                           | 1                                   | 15                        | -                                |
| <b>Lumber and building materials</b>              | 11                 | 2,520           | 334             | 11   | 100.0                                 | 2,520           | 100.0                                 | 334             | 13.3             | 1,843                         | 209                                 | 529                       | 139                              |
| <b>Machinery, eq't. &amp; supplies</b>            | 42                 | 3,539           | 822             | 39   | 92.9                                  | 3,058           | 92.7                                  | 757             | 24.7             | 1,045                         | 80                                  | 1,380                     | 63                               |
| <b>Paper and its products</b>                     | 5                  | 956             | 191             | 5  | 100.0                                 | 956             | 100.0                                 | 191             | 19.8             | 715                           | 46                                  | 205                       | -                                |
| <b>Petroleum and its products</b>                 | 13                 | 847             | 147             | 13   | 100.0                                 | 847             | 100.0                                 | 147             | 17.4             | 508                           | 152                                 | 187                       | -                                |
| <b>Plumbing and heating eq't.</b>                 | 3                  | 303             | 58              | 3  | 100.0                                 | 303             | 100.0                                 | 58              | 19.1             | 220                           | 27                                  | 56                        | -                                |
| <b>Tobacco and its products</b>                   | 2                  | 892             | 79              | 3  | 100.0                                 | 892             | 100.0                                 | 79              | 8.9              | 892                           | -                                   | -                         | -                                |
| <b>Waste materials</b>                            | 8                  | 160             | 40              | 8  | 100.0                                 | 160             | 100.0                                 | 40              | 25.0             | 10                            | 12                                  | 152                       | 6                                |
| <b>All other kinds of business</b>                | 23                 | 1,253           | 346             | 23   | 100.0                                 | 1,253           | 100.0                                 | 348             | 27.8             | 698                           | 256                                 | 297                       | 2                                |
| <b>ALL OTHER TYPES</b>                            |                    |                 |                 |  |                                       |                 |                                       |                 |                  |                               |                                     |                           |                                  |
| <b>Total</b>                                      | <b>331</b>         | <b>42,094</b>   | <b>5,867</b>    | <b>233</b>                                     | <b>70.4</b>                           | <b>32,326</b>   | <b>76.8</b>                           | <b>4,022</b>    | <b>12.5</b>      | <b>19,281</b>                 | <b>592</b>                          | <b>7,077</b>              | <b>5,376</b>                     |
| <b>Amusement &amp; sporting goods</b>             | 9                  | 1,103           | 329             | 3  | 33.3                                  | 326             | 29.6                                  | 130             | 39.9             | 65                            | -                                   | 251                       | 10                               |
| <b>Automotive products</b>                        | 7                  | 1,761           | 395             | 7  | 100.0                                 | 1,761           | 100.0                                 | 329             | 18.7             | 1,646                         | 6                                   | 109                       | -                                |
| <b>Chemicals</b>                                  | 2                  | (X)             | (X)             | (X)  | (X)                                   | (X)             | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| <b>Clothing and furnishings</b>                   | 3                  | 574             | 133             | 3  | 100.0                                 | 574             | 100.0                                 | 133             | 23.2             | 471                           | 46                                  | 205                       | -                                |
| <b>Coal</b>                                       | 1                  | (X)             | (X)             | (X)  | (X)                                   | (X)             | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| <b>Drugs and drug sundries</b>                    | 2                  | (X)             | (X)             | (X)  | (X)                                   | (X)             | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| <b>Dry goods</b>                                  | 1                  | (X)             | (X)             | (X)  | (X)                                   | (X)             | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| <b>Electrical goods</b>                           | 8                  | 708             | 123             | 7  | 87.5                                  | 706             | 99.7                                  | 122             | 17.3             | 96                            | 12                                  | 497                       | 101                              |
| <b>Farm products—raw materials</b>                | 21                 | 4,382           | 100             | 13   | 61.9                                  | 3,684           | 81.8                                  | 152             | 4.2              | 269                           | 11                                  | 2,167                     | 1,137                            |
| <b>Farm products—consumer goods</b>               | 29                 | 4,962           | 581             | 26   | 89.7                                  | 4,572           | 92.1                                  | 562             | 12.3             | 3,061                         | 135                                 | 1,257                     | 119                              |
| <b>Farm supplies</b>                              | 4                  | 212             | 59              | 4  | 100.0                                 | 212             | 100.0                                 | 59              | 27.8             | 209                           | 2                                   | 1                         | -                                |
| <b>Furniture &amp; house furnishings</b>          | 2                  | (X)             | (X)             | (X)  | (X)                                   | (X)             | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| <b>Groceries and foods</b>                        | 54                 | 11,100          | 1,110           | 52   | 94.1                                  | 10,292          | 92.7                                  | 1,071           | 10.4             | 6,936                         | 41                                  | 197                       | 3,118                            |
| <b>Hardware</b>                                   | 2                  | (X)             | (X)             | (X)  | (X)                                   | (X)             | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| <b>Jewelry and optical goods</b>                  | 3                  | 37              | 15              | 3  | 100.0                                 | 37              | 100.0                                 | 15              | 40.5             | 32                            | 5                                   | -                         | -                                |
| <b>Lumber &amp; Bldg. materials</b>               | 7                  | 723             | 34              | 6  | 85.7                                  | 707             | 97.1                                  | 23              | 4.0              | 493                           | -                                   | 214                       | -                                |
| <b>Machinery, eq't. &amp; supplies</b>            | 30                 | 3,196           | 497             | 26   | 86.7                                  | 1,925           | 60.3                                  | 410             | 21.3             | 769                           | 132                                 | 960                       | 75                               |
| <b>Metals (except scrap)</b>                      | 9                  | 2,104           | 104             | 8  | 85.7                                  | 1,570           | 74.6                                  | 79              | 5.0              | 448                           | 48                                  | 1,002                     | 72                               |
| <b>Paper and its products</b>                     | 2                  | (X)             | (X)             | (X)  | (X)                                   | (X)             | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| <b>Petroleum and its products</b>                 | 141                | 8,589           | 1,866           | 72   | 51.1                                  | 3,560           | 41.0                                  | 502             | 14.1             | 3,259                         | 192                                 | 94                        | 15                               |
| <b>Plumbing &amp; heating eq't.</b>               | 6                  | 708             | 222             | 6  | 100.0                                 | 708             | 100.0                                 | 222             | 31.4             | 524                           | 7                                   | 177                       | -                                |
| <b>Tobacco and its products</b>                   | 2                  | (X)             | (X)             | (X)  | (X)                                   | (X)             | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| <b>All other products</b>                         | 6                  | 394             | 73              | 6  | 100.0                                 | 394             | 100.0                                 | 73              | 18.5             | 317                           | -                                   | 76                        | 1                                |





WHOLESALE DISTRIBUTION: 1933

Table 7.—STATE OF UTAH  
WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

| Type of Establishment<br>Kind of Business       | TOTAL                       |                             |                        |                             |                             |                        |                             |                             |                        |                             |                             |                        |                             |                             |                        |                             |                             |                        |                             |                             |                        |    |     |      |   |
|---|-----------------------------|-----------------------------|------------------------|-----------------------------|-----------------------------|------------------------|-----------------------------|-----------------------------|------------------------|-----------------------------|-----------------------------|------------------------|-----------------------------|-----------------------------|------------------------|-----------------------------|-----------------------------|------------------------|-----------------------------|-----------------------------|------------------------|----|-----|------|---|
|   | UNDER \$10,000              |                             |                        | \$10,000 to \$49,999        |                             |                        | \$50,000 to \$99,999        |                             |                        | \$100,000 to \$199,999      |                             |                        | \$200,000 to \$499,999      |                             |                        | \$500,000 to \$999,999      |                             |                        | \$1,000,000 and over        |                             |                        |    |     |      |   |
|   | Num-ber of estab-lish-ments | Full-time phyces (over-avg) | Typ-ical ex-pen-si-ble | Num-ber of estab-lish-ments | Full-time phyces (over-avg) | Typ-ical ex-pen-si-ble | Num-ber of estab-lish-ments | Full-time phyces (over-avg) | Typ-ical ex-pen-si-ble | Num-ber of estab-lish-ments | Full-time phyces (over-avg) | Typ-ical ex-pen-si-ble | Num-ber of estab-lish-ments | Full-time phyces (over-avg) | Typ-ical ex-pen-si-ble | Num-ber of estab-lish-ments | Full-time phyces (over-avg) | Typ-ical ex-pen-si-ble | Num-ber of estab-lish-ments | Full-time phyces (over-avg) | Typ-ical ex-pen-si-ble |    |     |      |   |
| <b>WHOLESALE MERCHANTS</b>                      | 311                         | 2,743                       | 16.7                   | 58                          | 52                          | 45.0                   | 110                         | 801                         | 31.5                   | 49                          | 298                         | 25.6                   | 39                          | 366                         | 21.6                   | 85                          | 698                         | 15.9                   | 10                          | 545                         | 13.1                   | 10 | 669 | 11.5 |   |
| Amusement and sporting goods                    | 5                           | 11                          | 31.4                   | 1                           | 6                           | 50.0                   | 4                           | 11                          | 33.5                   | 7                           | 70                          | 32.9                   | 2                           | 40                          | 33.6                   | 3                           | 92                          | 30.3                   | —                           | —                           | —                      | —  | —   | —    | — |
| Automotive products                             | 27                          | 234                         | 33.9                   | 6                           | 36.7                        | 9                      | 26                          | 35.7                        | 7                      | 70                          | 32.9                        | 2                      | 40                          | 33.6                        | 3                      | 92                          | 30.3                        | —                      | —                           | —                           | —                      | —  | —   | —    | — |
| Books and stationery                            | 10                          | 87                          | 12.2                   | 1                           | 10                          | 24.6                   | —                           | —                           | —                      | 3                           | 59                          | 21.6                   | 2                           | 17                          | 20.9                   | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    | — |
| Clothing and furnishings                        | 9                           | 166                         | 21.2                   | 1                           | —                           | —                      | —                           | —                           | —                      | 5                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Coal  | 8                           | 27                          | 8.7                    | —                           | —                           | —                      | 1                           | 4                           | 100.0                  | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Drugs and drug sundries                         | 5                           | 137                         | 17.5                   | —                           | —                           | —                      | 2                           | 2                           | 68.3                   | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Electrical                                      | 1                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Electrical goods                                | 11                          | 94                          | 25.4                   | 2                           | 6                           | 25.0                   | 4                           | 15                          | 42.6                   | 1                           | 7                           | 23.6                   | 3                           | 20                          | 23.0                   | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Farm products—raw materials                     | 6                           | 9                           | 9.3                    | —                           | —                           | —                      | 2                           | 1                           | 9.7                    | 2                           | 4                           | 7.7                    | 1                           | 4                           | 10.4                   | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Farm products—consumer goods                    | 34                          | 165                         | 16.9                   | 7                           | 6                           | 36.1                   | 13                          | 33                          | 22.6                   | 6                           | 36                          | 18.2                   | 4                           | 30                          | 16.8                   | 4                           | 70                          | 14.9                   | —                           | —                           | —                      | —  | —   | —    |   |
| Farm products—miscellaneous                     | 2                           | 13                          | 10.7                   | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Furniture and house furnishings                 | 2                           | 13                          | 13.1                   | 1                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Groceries and foods                             | 77                          | 685                         | 10.9                   | 23                          | 16                          | 49.5                   | 19                          | 69                          | 26.3                   | 9                           | 67                          | 18.9                   | 6                           | 45                          | 16.9                   | 12                          | 166                         | 10.9                   | 3                           | 50                          | 6.8                    | 6  | 282 | 9.6  |   |
| Household goods (except farm products)          | 1                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Jewelry and optical goods                       | 6                           | 51                          | 24.0                   | —                           | —                           | —                      | 2                           | 6                           | 12.4                   | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Lumber and building materials                   | 10                          | 184                         | 14.2                   | 1                           | 2                           | 33.5                   | 2                           | 7                           | 48.6                   | 2                           | 12                          | 24.1                   | 4                           | 30                          | 23.6                   | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Machinery and supplies                          | 42                          | 265                         | 24.8                   | 4                           | 6                           | 36.1                   | 17                          | 49                          | 33.9                   | 10                          | 68                          | 28.0                   | 7                           | 71                          | 28.0                   | 3                           | 51                          | 18.9                   | 1                           | 50                          | 19.6                   | —  | —   | —    |   |
| Metal (except electrical and supplies)          | 1                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Metal (except scrap)                            | 5                           | 61                          | 19.8                   | —                           | —                           | —                      | 2                           | 11                          | 34.9                   | 1                           | 6                           | 16.1                   | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Paper and its products                          | 13                          | 46                          | 17.4                   | 1                           | 2                           | 77.0                   | 9                           | 21                          | 36.3                   | 1                           | 2                           | 14.6                   | 1                           | 14                          | 26.5                   | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Paints and colors                               | 3                           | 18                          | 19.1                   | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Printing and bookbinding supplies               | 3                           | 31                          | 8.9                    | —                           | —                           | —                      | 2                           | 4                           | 34.1                   | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Tobacco and its products                        | 3                           | 31                          | 8.9                    | —                           | —                           | —                      | 2                           | 4                           | 34.1                   | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Wool and woolen goods                           | 20                          | 122                         | 23.1                   | 8                           | 6                           | 48.0                   | 5                           | 20                          | 33.2                   | 2                           | 10                          | 32.2                   | 3                           | 60                          | 26.6                   | 1                           | 35                          | 43.5                   | —                           | —                           | —                      | —  | —   | —    |   |
| All other products                              | 79                          | 922                         | 15.0                   | 6                           | 6                           | 40.0                   | 29                          | 70                          | 30.4                   | 13                          | 104                         | 31.0                   | 8                           | 74                          | 22.2                   | 16                          | 497                         | 22.0                   | 8                           | 161                         | 13.2                   | —  | —   | —    |   |
| <b>MANUFACTURERS' SALES BRANCHES</b>            |                             |                             |                        |                             |                             |                        |                             |                             |                        |                             |                             |                        |                             |                             |                        |                             |                             |                        |                             |                             |                        |    |     |      |   |
| <b>WITH STOCKS</b>                              |                             |                             |                        |                             |                             |                        |                             |                             |                        |                             |                             |                        |                             |                             |                        |                             |                             |                        |                             |                             |                        |    |     |      |   |
| Amusement and sporting goods                    | 5                           | 68                          | 31.2                   | —                           | —                           | —                      | —                           | —                           | —                      | 3                           | 88                          | 46.8                   | 1                           | 17                          | 29.5                   | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Automotive products                             | 5                           | 61                          | 16.0                   | —                           | —                           | —                      | 2                           | 7                           | 41.7                   | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Books and stationery                            | 3                           | 60                          | 16.1                   | 1                           | —                           | —                      | 1                           | 60.0                        | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Farm products—consumer goods                    | 4                           | 19                          | 27.0                   | —                           | —                           | —                      | 3                           | 10                          | 35.4                   | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Farm supplies                                   | 2                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Groceries and foods (except farm products)      | 92                          | 545                         | 15.6                   | 1                           | 2                           | 105.0                  | 6                           | 11                          | 42.9                   | 1                           | 3                           | 21.3                   | —                           | 33                          | 34.4                   | 7                           | 282                         | 21.7                   | 3                           | 33                          | 8.1                    | —  | —   | —    |   |
| Jewelry and optical goods                       | 7                           | 77                          | 40.9                   | —                           | —                           | —                      | 2                           | 33.3                        | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Machinery, equipment and supplies               | 14                          | 197                         | 27.1                   | —                           | —                           | —                      | 5                           | 26                          | 41.8                   | 7                           | 69                          | 28.3                   | 1                           | 6                           | 24.0                   | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Metal (except scrap)                            | 4                           | 10                          | 16.4                   | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| Printing and bookbinding equipment and supplies | 1                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —                           | —                           | —                      | —  | —   | —    |   |
| All other kinds of business                     | 11                          | 48                          | 35.8                   | 2                           | 3                           | 37.6                   | 2                           | 4                           | 14.7                   | 1                           | 2                           | 16.2                   | 2                           | 84.0                        | 2                      | 2                           | 86                          | 39.1                   | —                           | —                           | —                      | —  | —   | —    |   |
|   |                             |                             |                        |                             |                             |                        |                             |                             |                        |                             |                             |                        |                             |                             |                        |                             |                             |                        |                             |                             |                        |    |     |      |   |

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WHOLESALE DISTRIBUTION: 1933

Table 1.—STATE OF NEVADA SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |      | NET SALES |          | TOTAL EXPENSES |                  |      | Full-time employees (average) | PAY ROLL |                  |           | Stocks on hand (end of year) |
|---|--------------------------|------|-----------|----------|----------------|------------------|------|-------------------------------|----------|------------------|-----------|------------------------------|
|   | 1933                     | 1929 | 1933      | 1929     | Amount         | Percent of sales |      |                               | Amount   | Percent of sales | Part-time |                              |
|   |                          |      |           |          |                | 1933             | 1929 |                               |          |                  |           |                              |
|   |                          |      |           |          |                |                  |      |                               |          |                  |           |                              |
| <u>THE STATE</u>                        | 141                      | 96   | \$9,963   | \$13,719 | \$1,738        | 17.4             | 3.5  | 436                           | \$756    | 7.6              | 36        | \$1,100                      |
| <u>Wholesalers proper</u>               | 61                       | 49   | 4,653     | 7,566    | 713            | 15.3             | 10.9 | 209                           | 350      | 7.5              | 25        | 624                          |
| <u>Manufacturers' sales branches</u>    | 5                        | 4    | 170       | 774      | 33             | 13.4             | 5.8  | 9                             | 13       | 7.6              | -         | 27                           |
| <u>Agents and brokers</u>               | 2                        | 12   | (X)       | 661      | (X)            | (X)              | 19.8 | (X)                           | (X)      | (X)              | (X)       | (X)                          |
| <u>Commission merchants</u>             | 2                        | -    | (X)       | -        | (X)            | (X)              | -    | (X)                           | (X)      | (X)              | (X)       | (X)                          |
| <u>Manufacturers' agents</u>            | -                        | 12   | -         | 661      | -              | -                | 19.8 | -                             | -        | -                | -         | -                            |
| <u>All other types</u>                  | 73                       | 31   | (X)       | 4,718    | (X)            | (X)              | 15.3 | (X)                           | (X)      | (X)              | (X)       | (X)                          |
| <u>Bulk tank stations</u>               | 70                       | 25   | 4,194     | 4,511    | 652            | 20.3             | 15.4 | 179                           | 319      | 7.5              | 7         | 350                          |
| <u>Chain store warehouses</u>           | 2                        | -    | (X)       | -        | (X)            | (X)              | -    | (X)                           | (X)      | (X)              | (X)       | (X)                          |
| <u>Assemblers and country buyers</u>    | 1                        | 6    | (X)       | 207      | (X)            | (X)              | 14.0 | (X)                           | (X)      | (X)              | (X)       | (X)                          |

✓ The increase in the number of establishments was due primarily to differences in method of reporting large chain organizations.

## WHOLESALE DISTRIBUTION: 1933

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TABLE 2A. - STATE OF NEVADA

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS  
FOR STATES AND SELECTED CITIES

| Kind of Business                              | Total      | Wholesale<br>merchants | Wholesale<br>merchants<br>with stock<br>with stock | All other<br>types 1/ | Kind of Business   | Total | Wholesale<br>merchants | Wholesale<br>merchants<br>with stock<br>with stock | All other<br>types 1/ |
|---|------------|------------------------|--|-----------------------|--|-------|------------------------|--|-----------------------|
|   |            |                        |  |                       |  |       |                        |  |                       |
| <u>Total</u>                                  | <u>141</u> | <u>60</u>              | <u>5</u>   | <u>76</u>             | Lumber and building materials                            | 2     | 2                      | -  | -                     |
| Automotive products                           | 3          | 3                      | -  | -                     | Machinery, equipment and supplies<br>(except electrical) | 3     | 2                      | 1  | -                     |
| Dry goods                                     | 1          | 1                      | -  | -                     | Metals (except scrap)                                    | 1     | 1                      | -  | -                     |
| Electrical goods                              | 1          | 1                      | -  | -                     | Paper and its products                                   | 1     | 1                      | -  | -                     |
| Farm products-raw materials                   | 1          | -                      | -  | 1                     | Petroleum and its products                               | 76    | 6                      | -  | 70                    |
| Farm products-consumer goods                  | 10         | 8                      | -  | 2                     | Plumbing and heating exp'ts. and<br>supplies             | 3     | 1                      | 2  | -                     |
| Farm supplies                                 | 2          | -                      | -  | 2                     | Tobacco and its products (except leaf)                   | 6     | 6                      | -  | -                     |
| Groceries and foods (except farm<br>products) | 17         | 15                     | 2  | -                     | Waste materials  | 2     | 2                      | -  | -                     |
| Hardware                                      | 1          | 1                      | -  | -                     | All other products                                       | 10    | 9                      | -  | 1                     |
| Jewelry and optical goods                     | 1          | 1                      | -  | -                     |  |       |                        |  |                       |

1/ The 76 "All other types" consists of the following:

|  |    |
|--|----|
| Limited function wholesaler (all other products)               | 1  |
| Commission merchants (farm products-consumer goods)            | 2  |
| Bulk tank stations (petroleum)                                 | 70 |
| Chain store warehouses (farm supplies)                         | 2  |
| Assemblers and country buyers (farm products-raw<br>materials) | 1  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2 B.—STATE OF NEVADA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number<br>of estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                        | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Percent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>THE STATE</b>  | 141                                   | \$9,983   | \$1,738        | 17.4                   | 436                                 | \$756    | \$36          | \$1,100                            |
| Wholesalers proper  | 61                                    | 4,658     | 713            | 15.3                   | 209                                 | 350      | 25            | 624                                |
| Manufacturers' sales branches                               | 5                                     | 170       | 33             | 19.4                   | 9                                   | 13       | -             | 27                                 |
| All other types   | 75                                    | 5,135     | 992            | 19.3                   | 218                                 | 393      | 11            | 449                                |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                        |                                     |          |               |                                    |
| Automatic products  | 3                                     | 170       | 47             | 27.6                   | 17                                  | 25       | -             | 71                                 |
| Farm products—consumers goods                               | 8                                     | 645       | 167            | 25.9                   | 52                                  | 78       | 6             | 14                                 |
| Groceries and foods (except farm products)                  | 15                                    | 1,921     | 174            | 9.1                    | 54                                  | 82       | 5             | 246                                |
| Petroleum and its products                                  | 6                                     | 209       | 32             | 15.3                   | 10                                  | 17       | 3             | 18                                 |
| Tobacco and its products (except leaf)                      | 6                                     | 916       | 110            | 12.0                   | 26                                  | 43       | 2             | 80                                 |
| All other kinds of business                                 | 23                                    | 797       | 183            | 23.0                   | 50                                  | 105      | 9             | 195                                |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                        |                                     |          |               |                                    |
| BULK TANK STATIONS (petroleum)                              | 70                                    | 4,194     | 852            | 20.3                   | 179                                 | 319      | 7             | 350                                |
| OTHER TYPES   | 5                                     | 941       | 140            | 14.9                   | 39                                  | 74       | 4             | 99                                 |
| <b>CITIES OF 5,000 TO 20,000 POPULATION</b>                 |                                       |           |                |                        |                                     |          |               |                                    |
| <b>Total</b>  | 64                                    | 5,845     | 922            | 15.8                   | 252                                 | 429      | 18            | 618                                |
| LAS VEGAS   | 17                                    | 1,427     | 212            | 14.9                   | 46                                  | 88       | 1             | 192                                |
| RENO  | 47                                    | 4,418     | 710            | 16.1                   | 206                                 | 341      | 17            | 626                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 3.—STATE OF NEVADA RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                       | Number of establishments | Total net sales | TOTAL EXPENSES |                  | RECEIPTS FROM—       |                                  |              |                          |               |                          |
|--|--------------------------|-----------------|----------------|------------------|----------------------|----------------------------------|--------------|--------------------------|---------------|--------------------------|
|  |                          |                 | Amount         | Percent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental |                          | Other sources |                          |
|  |                          |                 |                |                  |                      |                                  | Amount       | Number of establishments | Amount        | Number of establishments |
| Total for State  | 141                      | \$9,953         | \$1,738        | 17.4             | \$9,915              | \$16                             | 2            | \$6                      | 5             | \$26                     |
| Automotive products                                    | 3                        | 170             | 47             | 27.6             | 165                  | 5                                | -            | -                        | -             | -                        |
| Machinery, equipment and supplies, (except electrical) | 3                        | 15              | 2              | 13.3             | 15                   | -                                | -            | -                        | -             | -                        |
| Petroleum and its products                             | 76                       | 4,403           | 884            | 20.1             | 4,401                | 1                                | -            | -                        | 1             | 1                        |
| Plumbing and heating equipment and supplies            | 3                        | 245             | 76             | 31.0             | 231                  | -                                | -            | -                        | 1             | 14                       |
| Tobacco and its products (except leaf)                 | 6                        | 918             | 110            | 12.0             | 908                  | -                                | 1            | 5                        | 1             | 8                        |
| All other kinds of business                            | 50                       | 4,214           | 619            | 14.7             | 4,200                | 10                               | 1            | 1                        | 2             | 3                        |





WHOLESALE DISTRIBUTION: 1933

Table 6.—STATE OF MARYLAND MONTHLY EMPLOYMENT, BY KIND OF BUSINESS For States and Cities of 500,000 Population and Over

| State and City<br>Kind of Business          | Pre-<br>pre-<br>firm<br>num-<br>bers | Numbers and Proportion<br>of Men and Women<br>Employed |                             | Employ-<br>ment<br>ratio to<br>average | Average<br>number<br>of<br>playees | Number of Employees—By Months   |                             |              |               |       |       |     |      |      |        |                     |              | De-<br>cem-<br>ber |                    |
|---|--------------------------------------|--|-----------------------------|--|------------------------------------|---------------------------------|-----------------------------|--------------|---------------|-------|-------|-----|------|------|--------|---------------------|--------------|--------------------|--------------------|
|   |                                      | Men  |                             |  |                                    | Women                           |                             | Jan-<br>uary | Feb-<br>ruary | March | April | May | June | July | August | Sep-<br>tem-<br>ber | Octo-<br>ber |                    | No-<br>vem-<br>ber |
|   |                                      | Em-<br>ploy-<br>ment<br>average                        | Per-<br>cent<br>of<br>total |  |                                    | Em-<br>ploy-<br>ment<br>average | Per-<br>cent<br>of<br>total |              |               |       |       |     |      |      |        |                     |              |                    |                    |
| Total                                       | 41                                   | 479  | 30                          | 5.6                                    | 458                                | 413                             | 412                         | 417          | 417           | 423   | 421   | 442 | 446  | 460  | 457    | 455                 | 457          |                    |                    |
| Amusement and sporting goods                | -                                    | -  | -                           | 0.0                                    | -                                  | -                               | -                           | -            | -             | -     | -     | -   | -    | -    | -      | -                   | -            |                    |                    |
| Automotive products                         | 3                                    | 15   | 2                           | 11.1                                   | 17                                 | 19                              | 19                          | 15           | 15            | 17    | 17    | 17  | 17   | 17   | 18     | 18                  | 18           |                    |                    |
| Chemicals                                   | -                                    | -  | -                           | 0.0                                    | -                                  | -                               | -                           | -            | -             | -     | -     | -   | -    | -    | -      | -                   | -            |                    |                    |
| Clothing and furnishings                    | -                                    | -  | -                           | 0.0                                    | -                                  | -                               | -                           | -            | -             | -     | -     | -   | -    | -    | -      | -                   | -            |                    |                    |
| Coal  | -                                    | -  | -                           | 0.0                                    | -                                  | -                               | -                           | -            | -             | -     | -     | -   | -    | -    | -      | -                   | -            |                    |                    |
| Drugs and drug sundries                     | -                                    | 1  | -                           | 0.0                                    | -                                  | -                               | -                           | -            | -             | -     | -     | -   | -    | -    | -      | -                   | -            |                    |                    |
| Dry goods                                   | -                                    | 1  | -                           | 0.0                                    | -                                  | -                               | -                           | -            | -             | -     | -     | -   | -    | -    | -      | -                   | -            |                    |                    |
| Electrical goods                            | 1                                    | 2  | 2                           | 50.0                                   | 3                                  | 3                               | 3                           | 3            | 3             | 3     | 3     | 3   | 3    | 3    | 3      | 3                   | 3            |                    |                    |
| Farm products—raw materials                 | -                                    | 3  | -                           | 0.0                                    | 77                                 | 69                              | 69                          | 75           | 75            | 77    | 77    | 82  | 84   | 84   | 84     | 84                  | 84           |                    |                    |
| Farm products—consumer goods                | 6                                    | 85   | 8                           | 84.2                                   | 97                                 | 99                              | 114                         | 111          | 111           | 111   | 111   | 111 | 111  | 111  | 111    | 111                 | 111          |                    |                    |
| Farm supplies                               | -                                    | 14   | -                           | 0.0                                    | 11                                 | 11                              | 11                          | 11           | 11            | 11    | 11    | 11  | 11   | 11   | 11     | 11                  | 11           |                    |                    |
| Furniture and house furnishings             | -                                    | -  | -                           | 0.0                                    | 3                                  | 5                               | 4                           | 4            | 2             | 1     | 3     | 2   | 2    | 2    | 2      | 1                   | 9            |                    |                    |
| General merchandise                         | -                                    | -  | -                           | 0.0                                    | -                                  | -                               | -                           | -            | -             | -     | -     | -   | -    | -    | -      | -                   | -            |                    |                    |
| Groceries and foods                         | 9                                    | 62   | 5                           | 7.7                                    | 55                                 | 54                              | 54                          | 54           | 55            | 55    | 55    | 55  | 55   | 55   | 55     | 57                  | 56           |                    |                    |
| Hardware                                    | -                                    | 8  | 1                           | 11.1                                   | 11                                 | 7                               | 6                           | 8            | 9             | 12    | 12    | 12  | 15   | 15   | 13     | 11                  | 11           |                    |                    |
| Jewelry and optical goods                   | 2                                    | 6  | 1                           | 14.3                                   | 7                                  | 7                               | 7                           | 7            | 7             | 7     | 7     | 7   | 7    | 7    | 7      | 7                   | 7            |                    |                    |
| Lumber and building materials               | 2                                    | 6  | 1                           | 14.3                                   | 7                                  | 7                               | 7                           | 7            | 7             | 7     | 7     | 7   | 7    | 7    | 7      | 7                   | 7            |                    |                    |
| Machinery, equipment and supplies           | 2                                    | 4  | -                           | 0.0                                    | 1                                  | 1                               | 1                           | 1            | 1             | 1     | 1     | 1   | 1    | 1    | 1      | 1                   | 1            |                    |                    |
| Metal (except scrap)                        | -                                    | 5  | -                           | 0.0                                    | 1                                  | 1                               | 1                           | 1            | 1             | 1     | 1     | 1   | 1    | 1    | 1      | 1                   | 1            |                    |                    |
| Paper and its products                      | -                                    | 1  | -                           | 0.0                                    | 1                                  | 1                               | 1                           | 1            | 1             | 1     | 1     | 1   | 1    | 1    | 1      | 1                   | 1            |                    |                    |
| Petroleum and its products                  | 5                                    | 504  | 3                           | 1.4                                    | 157                                | 147                             | 147                         | 147          | 152           | 155   | 152   | 150 | 150  | 156  | 154    | 153                 | 153          |                    |                    |
| Plumbing and heating equipment and supplies | -                                    | 19   | 3                           | 13.0                                   | 18                                 | 19                              | 19                          | 19           | 19            | 19    | 19    | 19  | 19   | 19   | 19     | 19                  | 19           |                    |                    |
| Tobacco and its products                    | 1                                    | 26   | 4                           | 13.3                                   | 17                                 | 17                              | 17                          | 17           | 17            | 17    | 17    | 17  | 17   | 17   | 17     | 17                  | 17           |                    |                    |
| Waste materials                             | 3                                    | 2  | -                           | 0.0                                    | 4                                  | 4                               | 4                           | 4            | 4             | 4     | 4     | 4   | 4    | 4    | 4      | 4                   | 4            |                    |                    |
| All other products                          | 9                                    | 80   | 1                           | 5.6                                    | 13                                 | 7                               | 7                           | 7            | 7             | 7     | 7     | 7   | 7    | 7    | 7      | 7                   | 7            |                    |                    |



WHOLESALE DISTRIBUTION: 1933

Table 7.—STATE OF NEVADA WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than \$500)

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS            | Total                                      |  | Usual \$10,000   |  | \$10,000 to \$49,999                                   |  | \$50,000 to \$99,999                       |  | \$100,000 to \$199,999   |  | \$200,000 to \$499,999                                 |  | \$500,000 to \$999,999                     |  | \$1,000,000 and over   |  |  |  |   |    |     |
|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|---|----|-----|
|  | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(over-<br>app) | Total<br>ex-<br>ces-<br>sary<br>per-<br>cent<br>(over-<br>app) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(over-<br>app) | Total<br>ex-<br>ces-<br>sary<br>per-<br>cent<br>(over-<br>app) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(over-<br>app) | Total<br>ex-<br>ces-<br>sary<br>per-<br>cent<br>(over-<br>app) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(over-<br>app) | Total<br>ex-<br>ces-<br>sary<br>per-<br>cent<br>(over-<br>app) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(over-<br>app) | Total<br>ex-<br>ces-<br>sary<br>per-<br>cent<br>(over-<br>app) | Num-<br>ber of<br>estab-<br>lish-<br>ments | Full-<br>time<br>em-<br>ploy-<br>ees<br>(over-<br>app) | Total<br>ex-<br>ces-<br>sary<br>per-<br>cent<br>(over-<br>app) |   |    |     |
| <b>WHOLESALE MERCHANTS</b>                           | 60   | 207  | 16.3   | 13   | 8  | 41.3   | 22   | 40   | 22.4   | 11   | 36   | 17.0   | 8  | 76   | 22.4   | 5  | 36   | 6.6  | 1 | 12 | 6.9 |
| Automotive products                                  | 3  | 17   | 27.4   | -  | -  | -  | 1  | 2  | 30.6   | 1  | 3  | 29.4   | 1  | 12   | 24.4   | -  | -  | -  | - | -  | -   |
| Dry goods  | 1  | 1  | (X)  | -  | -  | -  | -  | -  | -  | 1  | 3  | (X)  | -  | -  | -  | -  | -  | -  | - | -  | -   |
| Electrical goods                                     | 1  | 3  | (X)  | -  | -  | -  | -  | -  | -  | 1  | 3  | (X)  | -  | -  | -  | -  | -  | -  | - | -  | -   |
| Farm products—consumer goods                         | 8  | 62   | 25.9   | 1  | -  | 50.0   | 2  | 5  | 26.0   | 2  | 13   | 26.3   | 3  | 36   | 25.3   | -  | -  | -  | - | -  | -   |
| Food (except farm products)                          | 15   | 64   | 9.1  | 4  | -  | 17.4   | 4  | 12   | 21.4   | 3  | 7  | 13.7   | -  | -  | -  | 3  | 23   | 7.6  | 1 | 12 | 6.9 |
| Hardware   | 1  | 7  | (X)  | -  | -  | -  | -  | -  | -  | -  | -  | -  | -  | -  | -  | -  | -  | -  | - | -  | -   |
| Jewelry and optical goods                            | 1  | 2  | (X)  | 1  | 2  | (X)  | -  | -  | -  | -  | -  | -  | -  | 1  | 7  | (X)  | -  | -  | - | -  | -   |
| Leather and leather materials                        | 2  | 7  | (X)  | 1  | 3  | (X)  | 1  | 4  | (X)  | -  | -  | -  | -  | -  | -  | -  | -  | -  | - | -  | -   |
| Machinery, equipment and supplies                    | 2  | 4  | (X)  | 1  | 1  | (X)  | 1  | 4  | (X)  | -  | -  | -  | -  | -  | -  | -  | -  | -  | - | -  | -   |
| Meats and fish                                       | 1  | 4  | (X)  | -  | -  | -  | 1  | 4  | (X)  | -  | -  | -  | -  | -  | -  | -  | -  | -  | - | -  | -   |
| Metal and metal products                             | 1  | 1  | (X)  | -  | -  | -  | 1  | 1  | (X)  | -  | -  | -  | -  | -  | -  | -  | -  | -  | - | -  | -   |
| Paper and its products                               | 6  | 11   | 16.3   | 1  | -  | 66.7   | 3  | 3  | 9.0  | 2  | 6  | 18.6   | -  | -  | -  | -  | -  | -  | - | -  | -   |
| Petroleum and its products                           | 1  | 11   | (X)  | -  | -  | -  | -  | -  | -  | -  | -  | -  | -  | 1  | 11   | (X)  | -  | -  | - | -  | -   |
| Printing and publishing equipment                    | 2  | 26   | 12.0   | -  | -  | -  | 2  | 4  | 17.2   | -  | -  | -  | 2  | 10   | 14.4   | 2  | 12   | 9.5  | - | -  | -   |
| Rubber and its products (except leaf)                | 6  | 1  | (X)  | 1  | -  | (X)  | 1  | 1  | (X)  | -  | -  | -  | -  | -  | -  | -  | -  | -  | - | -  | -   |
| Waste material                                       | 9  | 10   | 25.3   | 3  | 3  | 66.7   | 5  | 6  | 22.6   | 1  | 1  | 7.5  | -  | -  | -  | -  | -  | -  | - | -  | -   |
| All other products                                   | 5  | 9  | 19.4   | 1  | 1  | 50.0   | 3  | 5  | 21.6   | 1  | 3  | 15.2   | -  | -  | -  | -  | -  | -  | - | -  | -   |
| <b>MANUFACTURERS' SALES BRANCHES<br/>WITH STOKES</b> |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |   |    |     |

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### WHOLESALE DISTRIBUTION: 1933

Table 1.—STATE OF WASHINGTON SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |       | NET SALES |           | TOTAL EXPENSES |                  | Full-time employees (average) | PAY ROLL |                  |           | Stocks on hand (end of year) |          |
|---|--------------------------|-------|-----------|-----------|----------------|------------------|-------------------------------|----------|------------------|-----------|------------------------------|----------|
|   | 1933                     | 1929  | 1933      | 1929      | Amount         | Percent of sales |                               | Amount   | Percent of sales | Part-time |                              |          |
|   |                          |       |           |           |                | 1933             |                               |          |                  |           |                              | 1929     |
| <b>THE STATE</b>                        | 2,714                    | 2,591 | \$439,259 | \$360,427 | \$63,407       | 14.4             | 10.7                          | 19,288   | \$29,428         | 6.7       | \$1,737                      | \$48,651 |
| <b>Wholesalers proper</b>               | 1,345                    | 1,370 | 179,537   | 482,532   | 29,638         | 16.5             | 12.1                          | 10,118   | 14,637           | 8.2       | 684                          | 31,681   |
| Wholesale merchants                     | 1,233                    | 1,251 | 161,325   | 394,406   | 28,238         | 17.6             | 14.0                          | 9,754    | 14,057           | 8.7       | 656                          | 30,661   |
| Exporters                               | 25                       | 39    | 7,879     | 74,977    | 533            | 6.3              | 1.8                           | 123      | 135              | 2.8       | 6                            | 177      |
| Importers                               | 32                       | 24    | 7,857     | 3,065     | 638            | 8.1              | 8.9                           | 194      | 350              | 4.5       | 4                            | 854      |
| Limited function wholesalers            | 55                       | 56    | 2,675     | 10,084    | 167            | 6.2              | 8.1                           | 47       | 75               | 2.8       | 8                            | 179      |
| <b>Manufacturers' sales branches</b>    | 312                      | 308   | 61,946    | 127,770   | 11,325         | 18.3             | 17.1                          | 3,125    | 5,225            | 8.4       | 80                           | 8,009    |
| With stocks                             | 257                      | 308   | 55,552    | 127,770   | 10,350         | 19.3             | -                             | 2,803    | 4,637            | 8.8       | 78                           | 8,009    |
| Without stocks                          | 55                       | -     | 6,425     | -         | 1,035          | 11.9             | -                             | 323      | 528              | 6.3       | 2                            | -        |
| <b>Agents and brokers</b>               | 297                      | 245   | 101,558   | 206,765   | 3,990          | 3.9              | 4.4                           | 904      | 1,747            | 1.7       | 111                          | 1,035    |
| Brokers                                 | 117                      | 74    | 29,396    | 53,772    | 1,022          | 3.5              | 3.3                           | 233      | 524              | 1.8       | 19                           | 304      |
| Commission merchants                    | 39                       | 53    | 44,144    | 27,735    | 1,407          | 3.2              | 4.1                           | 297      | 543              | 1.2       | 63                           | 456      |
| Export agents                           | -                        | 13    | 7,891     | -         | 188            | 2.4              | -                             | 42       | 102              | 1.3       | 2                            | 22       |
| Manufacturers' agents                   | 106                      | 147   | 11,753    | 36,209    | 571            | 4.9              | 6.9                           | 160      | 252              | 2.2       | 15                           | 156      |
| Selling agents                          | 19                       | 64    | 6,771     | 82,264    | 749            | 11.1             | 6.5                           | 163      | 305              | 4.5       | 7                            | 936      |
| Other agents                            | 3                        | 7     | 1,585     | 6,785     | 53             | 3.3              | 2.3                           | 9        | 11               | 1.7       | 5                            | 1        |
| <b>All other types</b>                  | 760                      | 568   | 96,216    | 143,360   | 18,486         | 19.2             | 11.2                          | 5,140    | 7,769            | 8.1       | 852                          | 7,926    |
| Bulk tank stations                      | 459                      | 205   | 44,742    | 59,635    | 8,539          | 19.1             | 17.5                          | 2,154    | 3,829            | 8.6       | 73                           | 3,680    |
| Chain store warehouses                  | 9                        | 3     | 7,411     | 1,263     | 428            | 5.8              | 5.1                           | 133      | 203              | 2.7       | 4                            | 856      |
| Assemblers and country buyers           | 191                      | 194   | 13,812    | 29,336    | 2,522          | 18.3             | 7.6                           | 963      | 1,303            | 9.4       | 343                          | 1,191    |
| Cooperative marketing associations      | 91                       | 62    | 27,544    | 20,223    | 6,720          | 24.4             | 13.3                          | 1,812    | 2,306            | 8.4       | 424                          | 1,524    |
| Cream stations 1/                       | 3                        | -     | 261       | -         | 97             | 37.2             | -                             | 22       | 29               | 11.1      | 2                            | 29       |
| Elevators 2/                            | 27                       | 89    | 2,446     | 31,180    | 180            | 7.4              | 1.0                           | 56       | 99               | 4.0       | 16                           | 118      |
| Other types                             | -                        | 15    | -         | 2,723     | -              | -                | 13.3                          | -        | -                | -         | -                            | -        |
| <b>SEATTLE</b>                          | 1,070                    | 1,220 | 226,155   | 574,707   | 32,068         | 14.2             | 10.5                          | 9,602    | 15,299           | 6.8       | 419                          | 24,551   |
| <b>Wholesalers proper</b>               | 625                      | 730   | 99,623    | 321,328   | 16,561         | 16.7             | 11.1                          | 5,565    | 8,368            | 8.4       | 252                          | 16,070   |
| Wholesale merchants                     | 546                      | 637   | 83,966    | 238,440   | 15,521         | 18.5             | 14.1                          | 5,252    | 7,828            | 9.3       | 233                          | 15,159   |
| Exporters                               | 23                       | 38    | 7,670     | 73,977    | 478            | 6.2              | 1.7                           | 123      | 195              | 2.5       | 5                            | 177      |
| Importers                               | 24                       | 24    | 6,438     | 3,065     | 568            | 8.9              | 8.9                           | 165      | 299              | 4.7       | 4                            | 621      |
| Limited function wholesalers            | 32                       | 31    | 1,579     | 5,846     | 94             | 6.0              | 6.2                           | 25       | 45               | 2.9       | 10                           | 113      |
| <b>Manufacturers' sales branches</b>    | 215                      | 211   | 46,903    | 95,562    | 8,553          | 18.2             | 14.1                          | 2,276    | 3,943            | 8.4       | 55                           | 5,510    |
| with stocks                             | 167                      | -     | 39,108    | -         | 7,632          | 19.5             | -                             | 2,000    | 3,465            | 8.9       | 54                           | 5,510    |
| Without stocks                          | 48                       | -     | 7,795     | -         | 921            | 11.8             | -                             | 276      | 478              | 6.1       | 1                            | -        |
| <b>Agents and brokers</b>               | 197                      | 263   | 49,711    | 125,755   | 2,149          | 4.3              | 4.4                           | 559      | 1,077            | 2.2       | 45                           | 452      |
| Brokers                                 | 64                       | 51    | 20,545    | 40,450    | 647            | 3.1              | 3.4                           | 148      | 363              | 1.8       | 11                           | 237      |
| Commission merchants                    | 16                       | 31    | 3,081     | 19,047    | 251            | 8.5              | 3.7                           | 93       | 129              | 4.2       | 6                            | 27       |
| Export agents                           | 12                       | -     | 7,888     | -         | 186            | 2.4              | -                             | 42       | 102              | 1.3       | 2                            | 22       |
| Manufacturers' agents                   | 90                       | 127   | 10,647    | 31,149    | 505            | 4.7              | 6.1                           | 137      | 233              | 2.2       | 14                           | 135      |
| Selling agents                          | 12                       | 50    | 5,865     | 29,308    | 497            | 8.5              | 4.8                           | 130      | 233              | 4.0       | 7                            | 30       |
| Other agents                            | 3                        | 4     | 1,585     | 5,801     | 53             | 3.3              | 1.7                           | 9        | 11               | 1.7       | 5                            | 1        |
| <b>All other types</b>                  | 33                       | 16    | 29,918    | 32,062    | 4,705          | 15.7             | 17.3                          | 1,202    | 1,911            | 6.4       | 57                           | 8,519    |
| Bulk tank stations                      | 18                       | 11    | 15,281    | 25,866    | 2,992          | 17.6             | 15.3                          | 729      | 1,242            | 8.1       | 30                           | 1,314    |
| Chain store warehouses                  | 3                        | 2     | 5,037     | (X)       | 642            | 4.8              | (X)                           | 73       | 112              | 2.2       | 3                            | 325      |
| Assemblers and country buyers           | 7                        | -     | 1,891     | -         | 239            | 12.6             | -                             | 92       | 157              | 8.3       | 34                           | 370      |
| Cooperative marketing associations      | 5                        | -     | 7,699     | -         | 1,532          | 19.9             | -                             | 308      | 400              | 5.2       | -                            | 510      |
| Other types                             | -                        | 3     | -         | (X)       | -              | -                | (X)                           | -        | -                | -         | -                            | -        |
| <b>SPOKANE</b>                          | 240                      | 256   | 44,978    | 134,049   | 6,718          | 14.9             | 10.3                          | 2,185    | 3,181            | 7.1       | 73                           | 6,713    |
| <b>Wholesalers proper</b>               | 143                      | 167   | 22,774    | 58,754    | 3,775          | 16.6             | 13.8                          | 1,335    | 4,949            | 7.9       | 53                           | 4,942    |
| Manufacturers' sales branches           | 40                       | 49    | 6,547     | 17,403    | 1,417          | 21.6             | 17.1                          | 449      | 809              | 10.8      | 6                            | 1,212    |
| Agents and brokers                      | 35                       | 31    | 9,572     | 50,528    | 372            | 3.9              | 2.9                           | 95       | 153              | 1.6       | 4                            | 31       |
| All other types                         | 22                       | 9     | 6,085     | 7,764     | 1,154          | 19.0             | 16.9                          | 336      | 510              | 8.4       | 10                           | 528      |

## WHOLESALE DISTRIBUTION: 1933

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Table 1.—STATE OF WASHINGTON SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS |      | NET SALES |          | TOTAL EXPENSES |                  |      | Full-time employees (average) | PAY ROLL |                  |           | Stocks on hand (end of year) |
|---|--------------------------|------|-----------|----------|----------------|------------------|------|-------------------------------|----------|------------------|-----------|------------------------------|
|   | 1933                     | 1929 | 1933      | 1929     | Amount         | Percent of sales |      |                               | Total    |                  | Part-time |                              |
|   |                          |      |           |          |                | 1933             | 1929 |                               | Amount   | Percent of sales |           |                              |
| <u>TOTAL</u>                            | 177                      | 150  | \$30,953  | \$55,940 | 35,027         | 16.2             | 13.0 | 1,653                         | \$2,476  | 8.0              | 3104      | \$4,879                      |
| Wholesalers proper                      | 132                      | 114  | 20,563    | 31,914   | 3,150          | 15.3             | 14.6 | 1,147                         | 1,698    | 8.3              | 81        | 3,698                        |
| Manufacturers' sales branches           | 18                       | 15   | 2,378     | 8,375    | 474            | 12.3             | 9.9  | 135                           | 236      | 8.7              | 5         | 525                          |
| Agents and brokers                      | 7                        | 13   | 1,161     | 8,036    | 49             | 3.9              | 6.6  | 18                            | 26       | 2.1              | 1         | 3                            |
| All other types                         | 20                       | 7    | 6,791     | 7,941    | 1,354          | 19.9             | 16.2 | 353                           | 546      | 8.0              | 19        | 653                          |

<sup>1</sup>/Cream stations were not included for the most part in the 1929 data.

<sup>2</sup>/includes 5 cooperative elevators with sales amounting to \$466,000.

## WHOLESALE DISTRIBUTION: 1933

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TABLE 2A. - STATE OF WASHINGTON

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS

FOR STATES AND SELECTED CITIES

| Kind of Business                              | Total        | SEATTLE                |                         |   |  |            |                          |                       | Total        | SEATTLE                |                         |   |  |           |                          |                       |
|---|--------------|------------------------|-------------------------|---|--|------------|--------------------------|-----------------------|--------------|------------------------|-------------------------|---|--|-----------|--------------------------|-----------------------|
|   |              | Wholesale<br>merchants | Function<br>wholesalers | Mfg.-sls.<br>branches<br>with<br>stocks | Mfg.-sls.<br>branches<br>without<br>stocks | Brokers    | Manufacturers'<br>agents | All other<br>types 1/ |              | Wholesale<br>merchants | Function<br>wholesalers | Mfg.-sls.<br>branches<br>with<br>stocks | Mfg.-sls.<br>branches<br>without<br>stocks | Brokers   | Manufacturers'<br>agents | All other<br>types 1/ |
| <b>Total</b>                                  | <b>2,716</b> | <b>1,233</b>           | <b>55</b>               | <b>257</b>                              | <b>55</b>                                  | <b>117</b> | <b>106</b>               | <b>891</b>            | <b>1,070</b> | <b>546</b>             | <b>32</b>               | <b>167</b>                              | <b>46</b>                                  | <b>64</b> | <b>90</b>                | <b>123</b>            |
| <b>Amusement and sporting goods</b>           | <b>34</b>    | <b>22</b>              | <b>1</b>                | <b>5</b>                                | <b>6</b>                                   | -          | -                        | -                     | <b>25</b>    | <b>14</b>              | -                       | <b>5</b>                                | <b>6</b>                                   | -         | -                        | -                     |
| Cameras and motion picture eq't. and supplies | 1            | 1                      | -                       | -                                       | -  | -          | -                        | -                     | -            | -                      | -                       | -                                       | -  | -         | -                        | -                     |
| Motion picture films                          | 13           | 3                      | -                       | 5                                       | 5  | -          | -                        | -                     | 13           | 3                      | -                       | 5                                       | 5  | -         | -                        | -                     |
| Sporting goods (general line)                 | 6            | 5                      | 1                       | -                                       | -  | -          | -                        | -                     | 1            | 1                      | -                       | -                                       | -  | -         | -                        | -                     |
| Toys, novelties and fireworks                 | 6            | 6                      | -                       | -                                       | -  | -          | -                        | -                     | 4            | 4                      | -                       | -                                       | -  | -         | -                        | -                     |
| All other                                     | 8            | 7                      | -                       | 1                                       | -  | -          | -                        | -                     | 7            | 6                      | -                       | 1                                       | -  | -         | -                        | -                     |
| <b>Automotive products</b>                    | <b>142</b>   | <b>120</b>             | <b>1</b>                | <b>15</b>                               | <b>1</b>                                   | -          | <b>5</b>                 | -                     | <b>68</b>    | <b>51</b>              | <b>1</b>                | <b>11</b>                               | <b>1</b>                                   | -         | <b>4</b>                 | -                     |
| Automobiles and other motor vehicles          | 10           | 5                      | -                       | 5                                       | -  | -          | -                        | -                     | 4            | 1                      | -                       | 3                                       | -  | -         | -                        | -                     |
| Automotive equipment, accessories and parts   | 119          | 107                    | 1                       | 5                                       | 1  | -          | 5                        | -                     | 57           | 47                     | 1                       | 4                                       | -  | -         | 4                        | -                     |
| Tires and tubes                               | 13           | 8                      | -                       | 5                                       | -  | -          | -                        | -                     | 7            | 3                      | 4                       | -                                       | -  | -         | -                        | -                     |
| <b>Chemicals</b>                              | <b>68</b>    | <b>32</b>              | -                       | <b>28</b>                               | <b>2</b>                                   | <b>1</b>   | <b>5</b>                 | -                     | <b>39</b>    | <b>15</b>              | -                       | <b>16</b>                               | <b>2</b>                                   | <b>1</b>  | <b>5</b>                 | -                     |
| Explosives                                    | 3            | 1                      | -                       | 2                                       | -  | -          | -                        | -                     | 2            | -                      | -                       | 2                                       | -  | -         | -                        | -                     |
| Industrial chemicals                          | 2            | -                      | -                       | 1                                       | 1  | -          | -                        | -                     | 2            | 1                      | -                       | 1                                       | -  | 1         | -                        | -                     |
| Paints and varnishes                          | 49           | 24                     | -                       | 20                                      | 1  | -          | 4                        | -                     | 26           | 10                     | -                       | 11                                      | 1  | -         | 4                        | -                     |
| All other                                     | 14           | 7                      | -                       | 5                                       | 1  | -          | 1                        | -                     | 9            | 5                      | 2                       | 1                                       | -  | 1         | -                        | -                     |
| <b>Clothing and furnishings</b>               | <b>37</b>    | <b>23</b>              | -                       | <b>5</b>                                | <b>4</b>                                   | -          | <b>4</b>                 | <b>1</b>              | <b>33</b>    | <b>19</b>              | -                       | <b>5</b>                                | <b>4</b>                                   | -         | <b>4</b>                 | <b>1</b>              |
| Clothing, men's and boys'                     | 7            | 3                      | -                       | 2                                       | 2  | -          | -                        | -                     | 6            | 2                      | -                       | 2                                       | -  | -         | -                        | -                     |
| Clothing, women's and children's              | 8            | 6                      | -                       | -                                       | -  | -          | 1                        | 1                     | 8            | 6                      | -                       | -                                       | -  | -         | 1                        | 1                     |
| Furnishings (general line)                    | 3            | 2                      | -                       | -                                       | -  | -          | 1                        | -                     | 2            | 1                      | -                       | -                                       | -  | -         | 1                        | -                     |
| Furnishings, men's and boys'                  | 6            | 6                      | -                       | 1                                       | 1  | -          | -                        | -                     | 5            | 3                      | -                       | 1                                       | 1  | -         | -                        | -                     |
| Furnishings, women's and children's           | 3            | 1                      | -                       | 1                                       | -  | -          | 1                        | -                     | 3            | 1                      | -                       | 1                                       | -  | -         | 1                        | -                     |
| Hosiery                                       | 2            | 1                      | -                       | -                                       | -  | -          | 1                        | -                     | 2            | 1                      | -                       | -                                       | -  | -         | -                        | -                     |
| Millinery and millinery supplies              | 4            | 4                      | -                       | -                                       | -  | -          | -                        | -                     | 4            | 4                      | -                       | -                                       | -  | -         | -                        | -                     |
| Shoes and other footwear                      | 4            | 2                      | -                       | 1                                       | 1  | -          | -                        | -                     | 3            | 1                      | -                       | 1                                       | 1  | -         | -                        | -                     |
| <b>Coal</b>                                   | <b>12</b>    | <b>8</b>               | -                       | -                                       | -  | -          | -                        | <b>4</b>              | <b>7</b>     | <b>6</b>               | -                       | -                                       | -  | -         | -                        | <b>1</b>              |
| <b>Drugs and drug sundries</b>                | <b>31</b>    | <b>17</b>              | -                       | <b>6</b>                                | <b>2</b>                                   | <b>1</b>   | <b>3</b>                 | <b>2</b>              | <b>22</b>    | <b>10</b>              | -                       | <b>6</b>                                | <b>2</b>                                   | <b>1</b>  | <b>1</b>                 | <b>2</b>              |
| Drugs (general line)                          | 8            | 5                      | -                       | 1                                       | 1  | -          | 1                        | -                     | 5            | 2                      | -                       | 1                                       | 1  | -         | 1                        | -                     |
| Drugs (specialty lines)                       | 11           | 5                      | -                       | 4                                       | 1  | -          | 1                        | -                     | 8            | 3                      | -                       | 4                                       | 1  | -         | -                        | -                     |
| Patent medicines                              | 2            | 1                      | -                       | 1                                       | -  | -          | -                        | -                     | 2            | 1                      | -                       | 1                                       | -  | -         | -                        | -                     |
| Toilet articles and preparations              | 3            | 1                      | -                       | 1                                       | -  | -          | 1                        | -                     | 2            | -                      | -                       | 1                                       | -  | -         | 1                        | -                     |
| All other                                     | 7            | 5                      | -                       | -                                       | -  | -          | 1                        | 1                     | 5            | 4                      | -                       | -                                       | -  | -         | -                        | 1                     |
| <b>Dry goods</b>                              | <b>40</b>    | <b>24</b>              | -                       | <b>4</b>                                | <b>2</b>                                   | -          | <b>6</b>                 | <b>4</b>              | <b>32</b>    | <b>17</b>              | -                       | <b>4</b>                                | <b>1</b>                                   | -         | <b>6</b>                 | <b>4</b>              |
| Dry goods (general line)                      | 13           | 11                     | -                       | -                                       | -  | -          | 2                        | -                     | 8            | 6                      | -                       | -                                       | -  | -         | -                        | 2                     |
| Knit goods                                    | 4            | 1                      | -                       | 2                                       | 1  | -          | -                        | -                     | 3            | 1                      | -                       | 2                                       | -  | -         | -                        | -                     |
| Notions                                       | 7            | 1                      | -                       | 1                                       | 1  | -          | 3                        | 1                     | 6            | -                      | -                       | 1                                       | 1  | -         | 3                        | 1                     |
| Piece goods                                   | 11           | 7                      | -                       | 1                                       | -  | -          | 3                        | -                     | 11           | 7                      | -                       | 1                                       | -  | -         | 3                        | -                     |
| All other                                     | 5            | 4                      | -                       | -                                       | -  | -          | 1                        | 4                     | 4            | 3                      | -                       | -                                       | -  | -         | -                        | 1                     |
| <b>Electrical goods</b>                       | <b>68</b>    | <b>40</b>              | <b>1</b>                | <b>9</b>                                | <b>6</b>                                   | <b>1</b>   | <b>10</b>                | <b>1</b>              | <b>45</b>    | <b>18</b>              | <b>1</b>                | <b>9</b>                                | <b>5</b>                                   | <b>1</b>  | <b>10</b>                | <b>1</b>              |
| Electrical appliances, eq't. and supplies     | 59           | 34                     | 1                       | 8                                       | 5  | 1          | 9                        | 1                     | 40           | 16                     | 1                       | 8                                       | 4  | 1         | 9                        | 1                     |
| Radios and radio equipment                    | 9            | 6                      | -                       | 1                                       | 1  | -          | 1                        | -                     | 5            | 2                      | -                       | 1                                       | 1  | -         | 1                        | -                     |
| <b>Farm products-raw materials</b>            | <b>192</b>   | <b>26</b>              | -                       | -                                       | -  | -          | -                        | <b>151</b>            | <b>23</b>    | <b>10</b>              | -                       | -                                       | -  | -         | <b>9</b>                 | -                     |
| Grain   | 154          | 13                     | -                       | -                                       | -  | -          | -                        | 131                   | 8            | 2                      | -                       | -                                       | -  | -         | -                        | -                     |
| Hides, skins, and furs (raw)                  | 18           | 9                      | -                       | -                                       | -  | 5          | -                        | 4                     | 13           | 6                      | -                       | -                                       | -  | 5         | -                        | 2                     |
| Horses and mules                              | 2            | 2                      | -                       | -                                       | -  | -          | -                        | -                     | 1            | 1                      | -                       | -                                       | -  | -         | -                        | -                     |
| Livestock                                     | 15           | 1                      | -                       | -                                       | -  | -          | -                        | 14                    | 1            | 1                      | -                       | -                                       | -  | -         | -                        | -                     |
| Wool and mohair                               | 2            | -                      | -                       | -                                       | -  | -          | -                        | 2                     | -            | -                      | -                       | -                                       | -  | -         | -                        | -                     |
| All other                                     | 1            | 1                      | -                       | -                                       | -  | -          | -                        | -                     | -            | -                      | -                       | -                                       | -  | -         | -                        | -                     |
| <b>Farm products-consumer goods</b>           | <b>427</b>   | <b>172</b>             | <b>12</b>               | <b>11</b>                               | <b>1</b>                                   | <b>36</b>  | -                        | <b>195</b>            | <b>96</b>    | <b>52</b>              | <b>10</b>               | <b>3</b>                                | -  | <b>5</b>  | -                        | <b>26</b>             |
| Dairy products (general line)                 | 51           | 33                     | -                       | 3                                       | 1  | -          | -                        | 14                    | 13           | 11                     | -                       | 1                                       | -  | -         | -                        | 1                     |
| Butter  | 4            | 2                      | -                       | -                                       | -  | -          | -                        | 2                     | -            | -                      | -                       | -                                       | -  | -         | -                        | -                     |
| Cheese  | 6            | 3                      | -                       | 2                                       | -  | -          | -                        | 1                     | 2            | 1                      | -                       | 1                                       | -  | -         | -                        | -                     |
| Milk and cream                                | 19           | 3                      | 9                       | -                                       | -  | -          | -                        | 7                     | 11           | 2                      | 9                       | -                                       | -  | -         | -                        | -                     |
| All other dairy products                      | 10           | 4                      | -                       | 5                                       | -  | -          | -                        | 1                     | 1            | 1                      | -                       | -                                       | -  | -         | -                        | -                     |
| Poultry and poultry products                  | 36           | 15                     | -                       | -                                       | -  | -          | -                        | 18                    | 9            | 5                      | -                       | -                                       | -  | -         | -                        | 5                     |
| Dairy and poultry products                    | 23           | 23                     | -                       | 1                                       | -  | -          | -                        | 4                     | 12           | 9                      | -                       | 1                                       | -  | -         | -                        | 2                     |
| Fruits and vegetables (fresh)                 | 271          | 85                     | 3                       | -                                       | -  | 35         | -                        | 148                   | 47           | 22                     | 1                       | -                                       | -  | 4         | -                        | 20                    |
| All other                                     | 2            | 1                      | -                       | -                                       | -  | 1          | -                        | -                     | 2            | 1                      | -                       | -                                       | 1  | -         | -                        | -                     |

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TABLE 2A. - STATE OF WASHINGTON NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Kind of Business  | Total | THE STATE                               |   |  |                              |                                 |                           |                       | Total | SEATTLE                                 |                                   |   |  |         |                          |                       |
|---|-------|---|---|--|------------------------------|---------------------------------|---------------------------|-----------------------|-------|---|-----------------------------------|---|--|---------|--------------------------|-----------------------|
|   |       | Wholesale<br>merchandise<br>wholesalers | Wholesale<br>merchandise<br>wholesalers<br>with<br>stocks | Wholesale<br>merchandise<br>wholesalers<br>without<br>stocks | Mfg. ests.<br>with<br>stocks | Mfg. ests.<br>without<br>stocks | Manufacturers'<br>brokers | All other<br>types 1/ |       | Wholesale<br>merchandise<br>wholesalers | Limited<br>limited<br>wholesalers | Wholesale<br>merchandise<br>wholesalers<br>with<br>stocks | Wholesale<br>merchandise<br>wholesalers<br>without<br>stocks | Brokers | Manufacturers'<br>agents | All other<br>types 1/ |
| <b>Farm supplies</b>                                      | 60    | 50                                      | -   | -  | -                            | 2                               | 1                         | 6                     | 11    | 7                                       | -                                 | -   | -  | 2       | 1                        | 1                     |
| Feed  | 49    | 41                                      | -   | 1  | -                            | 1                               | 1                         | 5                     | 6     | 4                                       | -                                 | -   | -  | 1       | 1                        | -                     |
| Fertilizer  | 3     | 1                                       | -   | -  | -                            | 1                               | -                         | 1                     | 3     | 1                                       | -                                 | -   | -  | 1       | -                        | 1                     |
| Seeds   | 6     | 6                                       | -   | -  | -                            | -                               | -                         | -                     | 2     | 2                                       | -                                 | -   | -  | -       | -                        | -                     |
| All other   | 2     | 2                                       | -   | -  | -                            | -                               | -                         | -                     | -     | -                                       | -                                 | -   | -  | -       | -                        | -                     |
| <b>Furniture and house furnishings</b>                    | 44    | 20                                      | 1   | 10   | 2                            | 1                               | 6                         | 4                     | 34    | 14                                      | 1                                 | 6   | 2  | 1       | 6                        | 4                     |
| China, glassware and crockery                             | 4     | -                                       | -   | -  | -                            | -                               | 3                         | 1                     | 4     | -                                       | -                                 | -   | -  | -       | 3                        | 1                     |
| Floor coverings   | 8     | 1                                       | -   | 3  | 1                            | -                               | 1                         | 2                     | 8     | 1                                       | -                                 | 3   | 1  | -       | 1                        | 2                     |
| Furniture   | 14    | 7                                       | -   | 5  | -                            | -                               | 2                         | -                     | 7     | 3                                       | -                                 | -   | -  | -       | 3                        | -                     |
| House furnishings (except as specified)                   | 15    | 10                                      | -   | 2  | 1                            | 1                               | -                         | 1                     | 12    | 8                                       | 1                                 | 1   | 1  | 1       | 1                        | 1                     |
| Musical instruments and sheet music                       | 3     | 2                                       | 1   | -  | -                            | -                               | -                         | -                     | 3     | 2                                       | 1                                 | -   | -  | -       | -                        | -                     |
| <b>General merchandise</b>                                | 7     | -                                       | -   | -  | -                            | 3                               | -                         | 4                     | 7     | -                                       | -                                 | -   | -  | 3       | -                        | 4                     |
| <b>Groceries and foods (except farm products)</b>         | 452   | 246                                     | 28  | 58   | 4                            | 38                              | 12                        | 39                    | 196   | 88                                      | 15                                | 24  | 4  | 30      | 10                       | 25                    |
| Groceries (general line)                                  | 66    | 39                                      | 21  | -  | -                            | 2                               | -                         | 4                     | 27    | 10                                      | 15                                | -   | -  | 1       | -                        | 1                     |
| Confectionery and soft drinks                             | 35    | 29                                      | 4   | 1  | -                            | 1                               | -                         | -                     | 8     | 6                                       | -                                 | 1   | -  | 1       | -                        | -                     |
| Meats and meat products                                   | 68    | 60                                      | -   | 7  | -                            | 3                               | -                         | 1                     | 26    | 22                                      | -                                 | 4   | -  | -       | -                        | -                     |
| Fish and sea foods  | 41    | 28                                      | -   | -  | -                            | -                               | -                         | 10                    | 23    | 12                                      | -                                 | -   | -  | 5       | -                        | -                     |
| Other food and grocery specialties                        | 215   | 90                                      | 3   | 50   | 4                            | 35                              | 12                        | 24                    | 112   | 38                                      | -                                 | 19  | 4  | 25      | 10                       | 16                    |
| <b>Hardware</b>   | 33    | 23                                      | -   | 1  | -                            | 1                               | 7                         | 1                     | 23    | 13                                      | -                                 | 1   | -  | 1       | 7                        | 1                     |
| Hardware (general line)                                   | 18    | 15                                      | -   | -  | -                            | 1                               | 2                         | -                     | 10    | 7                                       | -                                 | -   | -  | 1       | 2                        | -                     |
| Hardware (specialty lines)                                | 15    | 8                                       | -   | 1  | -                            | -                               | 5                         | 1                     | 13    | 6                                       | -                                 | 1   | -  | -       | 5                        | 1                     |
| <b>Jewelry and optical goods</b>                          | 24    | 17                                      | -   | 4  | -                            | -                               | 2                         | 1                     | 16    | 10                                      | -                                 | 3   | -  | -       | 2                        | 1                     |
| Jewelry (general line)                                    | 11    | 9                                       | -   | -  | -                            | -                               | -                         | -                     | 9     | 7                                       | -                                 | -   | -  | -       | -                        | -                     |
| Diamonds and other precious stones                        | 1     | 1                                       | -   | -  | -                            | -                               | -                         | -                     | -     | -                                       | -                                 | -   | -  | -       | -                        | -                     |
| Other jewelry specialties                                 | 5     | 2                                       | -   | 2  | -                            | -                               | -                         | 1                     | 5     | 2                                       | -                                 | 2   | -  | -       | -                        | 1                     |
| Optical goods   | 7     | 5                                       | -   | 2  | -                            | -                               | -                         | -                     | 2     | 1                                       | -                                 | 1   | -  | -       | -                        | -                     |
| <b>Lumber and building materials (other than metal)</b>   | 86    | 46                                      | 4   | 4  | 2                            | 11                              | 6                         | 13                    | 80    | 23                                      | 1                                 | 2   | 2  | 6       | 4                        | 12                    |
| Lumber and millwork                                       | 48    | 20                                      | 4   | -  | 1                            | 9                               | 2                         | 12                    | 30    | 12                                      | 1                                 | -   | 1  | 4       | 1                        | 11                    |
| Asbestos products   | 5     | 4                                       | -   | 1  | -                            | -                               | -                         | -                     | 2     | 1                                       | -                                 | 1   | -  | -       | -                        | -                     |
| Brick and tile  | 3     | -                                       | -   | 2  | -                            | -                               | -                         | -                     | 2     | -                                       | -                                 | -   | -  | -       | -                        | -                     |
| Cement  | 2     | 1                                       | -   | 1  | -                            | -                               | -                         | -                     | -     | -                                       | -                                 | -   | -  | -       | -                        | 1                     |
| Glass   | 3     | 3                                       | -   | -  | -                            | -                               | -                         | -                     | 2     | 2                                       | -                                 | -   | -  | -       | -                        | -                     |
| All other   | 25    | 18                                      | -   | -  | 1                            | 2                               | 4                         | -                     | 14    | 8                                       | -                                 | -   | 1  | 2       | 3                        | -                     |
| <b>Machinery, exp't. and supplies (except electrical)</b> | 248   | 155                                     | -   | 60   | 5                            | 2                               | 24                        | 2                     | 166   | 96                                      | -                                 | 41  | 4  | 2       | 21                       | 2                     |
| Commercial machinery, exp't. and supplies                 | 38    | 18                                      | -   | 13   | -                            | 1                               | 5                         | 1                     | 24    | 6                                       | -                                 | 8   | -  | 1       | 5                        | 1                     |
| Construction machinery, exp't. and supplies               | 15    | 10                                      | -   | 4  | -                            | 1                               | -                         | -                     | 9     | 6                                       | -                                 | 2   | -  | -       | 1                        | -                     |
| Farm and dairy machinery and equipment                    | 17    | 11                                      | -   | 6  | -                            | -                               | -                         | -                     | 7     | 6                                       | -                                 | 1   | -  | -       | -                        | -                     |
| Industrial machinery, exp't. and supplies                 | 103   | 60                                      | -   | 25   | 4                            | 1                               | 13                        | -                     | 78    | 41                                      | -                                 | 22  | 4  | 1       | 10                       | -                     |
| Bottles and bottling equipment                            | 6     | 5                                       | -   | -  | 1                            | -                               | -                         | -                     | 5     | 4                                       | -                                 | -   | 1  | -       | -                        | -                     |
| Machine tools   | 2     | 2                                       | -   | -  | -                            | -                               | -                         | -                     | 2     | 2                                       | -                                 | -   | -  | -       | -                        | -                     |
| Mechanical rubber goods                                   | 2     | 2                                       | -   | 1  | -                            | 1                               | -                         | -                     | 5     | 5                                       | -                                 | 1   | -  | -       | 1                        | -                     |
| Mill and mine supplies (general line)                     | 16    | 15                                      | -   | 1  | -                            | -                               | -                         | -                     | 16    | 15                                      | -                                 | -   | -  | -       | -                        | -                     |
| All other   | 77    | 38                                      | -   | 23   | 3                            | 1                               | 12                        | -                     | 64    | 30                                      | -                                 | 21  | 3  | 1       | 9                        | -                     |
| Professional equipment and supplies                       | 21    | 17                                      | -   | 4  | -                            | -                               | -                         | -                     | 12    | 10                                      | -                                 | 2   | -  | -       | -                        | -                     |
| Service equipment and supplies                            | 32    | 24                                      | -   | 6  | -                            | -                               | 2                         | -                     | 18    | 11                                      | -                                 | 5   | -  | -       | 2                        | -                     |
| Barber and beauty parlor                                  | 11    | 11                                      | -   | -  | -                            | -                               | -                         | -                     | 3     | 3                                       | -                                 | -   | -  | -       | -                        | -                     |
| Laundry   | 9     | 4                                       | -   | 4  | -                            | -                               | 1                         | -                     | 7     | 3                                       | -                                 | 2   | -  | -       | 1                        | -                     |
| All other   | 12    | 9                                       | -   | 2  | -                            | -                               | 1                         | -                     | 8     | 5                                       | -                                 | 2   | -  | -       | 1                        | -                     |
| Transportation equipment and supplies                     | 22    | 15                                      | -   | 2  | 1                            | -                               | 3                         | 1                     | 18    | 13                                      | -                                 | 1   | -  | -       | 3                        | 1                     |
| <b>Metals (except scrap)</b>                              | 33    | 11                                      | -   | 14   | 6                            | -                               | -                         | 2                     | 23    | 8                                       | -                                 | 13  | 6  | -       | -                        | 2                     |
| Iron and steel  | 25    | 7                                       | -   | 10   | 6                            | -                               | -                         | 2                     | 23    | 6                                       | -                                 | 9   | 6  | -       | -                        | 2                     |
| Sheet metal works   | 2     | 2                                       | -   | -  | -                            | -                               | -                         | -                     | 2     | 2                                       | -                                 | -   | -  | -       | -                        | -                     |
| Other metal and metal works                               | 6     | 2                                       | -   | 4  | -                            | -                               | -                         | -                     | 6     | 2                                       | -                                 | 4   | -  | -       | -                        | -                     |
| <b>Paper and its products</b>                             | 37    | 26                                      | -   | 3  | 5                            | -                               | 2                         | 1                     | 26    | 15                                      | -                                 | 3   | 5  | -       | 2                        | 1                     |
| <b>Petroleum and its products</b>                         | 462   | 15                                      | 2   | -  | -                            | -                               | -                         | 443                   | 26    | 7                                       | 1                                 | -   | -  | -       | -                        | 18                    |

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TABLE 2A. - STATE OF WASHINGTON NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Kind of Business                          | THE STATE |                        |                         |  |   |         |                          | SEATTLE               |       |                        |                         |  |   |         |                          |                       |
|---|-----------|------------------------|-------------------------|--|---|---------|--------------------------|-----------------------|-------|------------------------|-------------------------|--|---|---------|--------------------------|-----------------------|
|   | Total     | Wholesale<br>merchants | Commission<br>merchants | Mfgs. sls.<br>branches<br>with<br>stocks | Mfgs. sls.<br>branches<br>without<br>stocks | Brokers | Manufacturers'<br>agents | All other<br>types 1/ | Total | Wholesale<br>merchants | Commission<br>merchants | Mfgs. sls.<br>branches<br>with<br>stocks | Mfgs. sls.<br>branches<br>without<br>stocks | Brokers | Manufacturers'<br>agents | All other<br>types 1/ |
| Plumbing and heating eqpt. and supplies   | 28        | 15                     | -                       | 9  | 1   | -       | 3                        | -                     | 17    | 7                      | -                       | 7  | 1   | -       | 2                        | -                     |
| Heating equipment (general line)          | 3         | 3                      | -                       | 2  | -   | -       | 1                        | -                     | 2     | 2                      | -                       | 2  | -   | -       | -                        | -                     |
| Plumbing and heating eqpt. (general line) | 15        | 10                     | -                       | 4  | 1   | -       | -                        | -                     | 8     | 5                      | -                       | 3  | 1   | -       | 1                        | -                     |
| Stoves and ranges                         | -         | -                      | -                       | 1  | -   | -       | -                        | -                     | 1     | -                      | -                       | 1  | -   | -       | -                        | -                     |
| All other                                 | 9         | 5                      | -                       | 2  | 1   | -       | 1                        | -                     | 6     | 2                      | -                       | 2  | 1   | -       | 1                        | -                     |
| Tobacco and its products (except leaf)    | 22        | 18                     | 1                       | 1  | 2   | -       | -                        | -                     | 8     | 6                      | -                       | 1  | 1   | -       | -                        | -                     |
| Waste materials                           | 38        | 37                     | -                       | -  | -   | -       | 1                        | -                     | 12    | 11                     | -                       | -  | -   | -       | 1                        | -                     |
| Iron and steel                            | 3         | 3                      | -                       | -  | -   | -       | -                        | -                     | 2     | 2                      | -                       | -  | -   | -       | -                        | -                     |
| Junk and scrap (general line)             | 29        | 28                     | -                       | -  | -   | -       | 1                        | -                     | 6     | 5                      | -                       | -  | -   | -       | 1                        | -                     |
| Waste paper, rags and rubber              | 6         | 6                      | -                       | -  | -   | -       | -                        | -                     | 4     | 4                      | -                       | -  | -   | -       | -                        | -                     |
| All other products                        | 118       | 70                     | 4                       | 9  | 4   | 5       | 10                       | 16                    | 59    | 29                     | 2                       | 7  | 2   | 2       | 5                        | 12                    |
| Bags and bagging                          | 8         | 8                      | -                       | -  | -   | -       | -                        | -                     | 6     | 6                      | -                       | -  | -   | -       | -                        | -                     |
| Beer                                      | 20        | 15                     | 5                       | -  | -   | -       | 1                        | 1                     | 4     | 2                      | 1                       | -  | -   | -       | 1                        | 1                     |
| Gordage and twine                         | 1         | 1                      | -                       | -  | -   | -       | -                        | -                     | 1     | -                      | -                       | -  | -   | -       | -                        | -                     |
| Flowers and nursery stock                 | 9         | 5                      | -                       | -  | -   | -       | 4                        | 2                     | 1     | -                      | -                       | -  | -   | -       | 1                        | 1                     |
| Forest products (except lumber)           | 23        | 8                      | -                       | 5  | 3   | -       | 7                        | -                     | 16    | 4                      | -                       | 4  | -   | 2       | -                        | 6                     |
| Leather                                   | 3         | 2                      | -                       | -  | 1   | -       | -                        | -                     | 2     | 1                      | -                       | 1  | -   | -       | -                        | -                     |
| Leather goods                             | 16        | 10                     | -                       | 2  | -   | -       | 3                        | 1                     | 15    | 9                      | -                       | 2  | -   | 3       | 1                        | -                     |
| Newspapers and magazines                  | 14        | 10                     | -                       | -  | 3   | -       | -                        | -                     | 3     | 2                      | -                       | 1  | -   | -       | -                        | -                     |
| Oils and greases (animal and vegetable)   | 1         | 1                      | -                       | -  | -   | -       | -                        | -                     | 1     | -                      | -                       | -  | -   | -       | -                        | -                     |
| Rubber goods (general line)               | 1         | 1                      | -                       | -  | -   | -       | -                        | -                     | 2     | 1                      | -                       | 1  | -   | -       | -                        | -                     |
| Wines and spirituous liquors              | 9         | 5                      | -                       | 2  | -   | 1       | -                        | 1                     | 3     | 2                      | -                       | -  | -   | -       | -                        | 1                     |
| Miscellaneous kinds of business           | 13        | 6                      | 1                       | -  | -   | 1       | 4                        | 1                     | 4     | 1                      | 1                       | -  | -   | -       | 1                        | 1                     |

1/ The "all other types" consists of the following:

|   | THE STATE | SEATTLE |  | THE STATE | SEATTLE |                                    | THE STATE | SEATTLE |
|---|-----------|---------|--|-----------|---------|------------------------------------|-----------|---------|
| Exporters                                 | 25        | 23      | Commission merchants (continued)                         | 27        | 12      | Chain store warehouses             | 9         | 3       |
| Grain                                     | 1         | 1       | Fruits and vegetables (fresh)                            | 1         | -       | Drugs (general line)               | 1         | 1       |
| Fruits and vegetables (fresh)             | 6         | 4       | Feed   | 1         | -       | Fruits and vegetables (fresh) 5    | 5         | 1       |
| Floor coverings                           | 1         | 1       | Other food and grocery specialties 1                     | 1         | -       | Groceries (general line)           | 4         | 1       |
| Fish and sea foods                        | 2         | 2       | petroleum and its products                               | 2         | -       | Meats and meat products            | 1         | 1       |
| Other food and grocery specialties        | 3         | 3       | Flowers and nursery stock                                | 1         | 1       | Assemblers and country buyers 19   | 7         | -       |
| Lumber and millwork                       | 7         | 7       | Export agents  | 12        | 11      | Grain                              | 88        | -       |
| Iron and steel                            | 1         | 1       | Fruits and vegetables                                    | 2         | 1       | Hides, skins and furs (raw) 3      | 1         | 1       |
| Junk and scrap (general line)             | 1         | 1       | General merchandise                                      | 5         | 3       | Livestock                          | 9         | -       |
| Forest products (except lumber)           | 3         | 3       | Fish and sea foods                                       | 1         | 1       | Wool and hair                      | -         | -       |
| Importers                                 | 32        | 24      | Other food and grocery                                   | 1         | 1       | Dairy products (general line) 4    | 4         | -       |
| Dry goods (general line)                  | 1         | 1       | specialties  | 1         | 1       | Butter                             | 1         | -       |
| Other dry goods                           | 1         | 1       | Lumber and millwork                                      | 3         | 3       | Milk and cream                     | 4         | -       |
| Fruits and vegetables (fresh)             | 1         | 1       | Transportation eqpt. & supplies 1                        | 1         | 1       | Poultry and poultry products 10    | 10        | -       |
| Fertilizer                                | 1         | 1       | Forest products (except lumber) 1                        | 1         | 1       | Dairy and poultry products 2       | 1         | 1       |
| China, glassware, and crockery            | 1         | 1       | Other food and grocery                                   | 1         | 1       | Fruits and vegetables (fresh) 56   | 56        | -       |
| Floor coverings                           | 1         | 1       | Import agents (grain)                                    | 19        | 12      | Feed                               | 3         | -       |
| House furnishings (except as specified)   | 1         | 1       | Selling agents   | 13        | 12      | Fish and sea food                  | 6         | 4       |
| General merchandises                      | 1         | 1       | Coal   | 4         | 4       | Flowers and nursery stock          | 1         | -       |
| Fish and sea foods                        | 1         | 1       | other drugs and drug sundries                            | 1         | 1       | Forest products (except lumber) 2  | 1         | 5       |
| Other food and grocery specialties 15     | 7         | 7       | Notions  | 1         | 1       | Cooperative marketing associations | 91        | 5       |
| Hardware (specialty lines)                | 1         | 1       | Fruits and vegetables (fresh) 1                          | -         | -       | Grain                              | 13        | -       |
| Other jewelry specialties                 | 1         | 1       | Other food and grocery                                   | 4         | 4       | Livestock                          | 1         | -       |
| Beer                                      | 1         | 1       | specialties  | 2         | 1       | Dairy products (general line) 10   | 10        | 1       |
| Forest products (except lumber)           | 1         | 1       | Lumber and millwork                                      | 2         | 1       | Butter                             | 1         | -       |
| Leather goods                             | 1         | 1       | Brick and tile   | 1         | 1       | Cheese                             | 1         | -       |
| Oils and greases (animal and vegetable)   | 1         | 1       | Commercial machinery, eqpt. and supplies                 | 1         | 1       | Milk and cream                     | 1         | -       |
| Wines and spirituous liquors              | 1         | 1       | Iron and steel   | 1         | 1       | All other dairy products 1         | 1         | -       |
| Miscellaneous kinds of business           | 1         | 1       | Paper and its products                                   | 1         | 1       | poultry and poultry products 8     | 3         | 3       |
| Commission merchants                      | 39        | 16      | Petroleum and its products                               | 2         | -       | Fruits and vegetables (fresh) 52   | 1         | 1       |
| Electrical appliances, eqpt. and supplies | 1         | 1       | Clothing, women's and children's dry good (general line) | 1         | 1       | Feed                               | 1         | -       |
| Grain                                     | 4         | -       | Hides, skins, and furs (raw)                             | 1         | 1       | Flowers and nursery stock          | 2         | -       |
| Livestock                                 | 4         | -       | Bulk tank stations                                       | 439       | 18      | Elevators (grain)                  | 27        | -       |
| Dairy and poultry products                | 1         | 1       |  |           |         | Cream station                      | 3         | 3       |
|   |           |         |  |           |         | Milk and cream                     | 1         | -       |
|   |           |         |  |           |         | Dairy and poultry                  | 1         | -       |

## WHOLESALE DISTRIBUTION: 1933

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Business

Table 2B.—STATE OF WASHINGTON WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of<br>year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|---------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                       |
| <b>THE STATE</b>  | 2,714                                 | \$439,259 | \$63,407       | 14.4                        | 19,288                              | \$29,428 | \$1,737       | \$48,651                              |
| Wholesalers proper  | 1,345                                 | 179,537   | 29,606         | 16.5                        | 10,118                              | 14,687   | 684           | 31,681                                |
| Manufacturers' sales branches                               | 312                                   | 61,948    | 11,325         | 18.3                        | 3,126                               | 5,225    | 80            | 8,009                                 |
| Agents and brokers  | 297                                   | 101,558   | 3,990          | 3.9                         | 904                                 | 1,747    | 111           | 1,035                                 |
| All other types   | 760                                   | 96,216    | 18,486         | 19.2                        | 5,140                               | 7,769    | 852           | 7,925                                 |
| <b>WHOLESALE TRADING</b>                                    |                                       |           |                |                             |                                     |          |               |                                       |
| Amusement and sporting goods                                | 23                                    | 898       | 259            | 28.8                        | 71                                  | 109      | 8             | 284                                   |
| Moving picture films  | 3                                     | 17        | 20             |                             | 5                                   | 8        | -             | 14                                    |
| Sporting goods (general line)                               | 6                                     | 445       | 124            |                             | 32                                  | 43       | 5             | 151                                   |
| Toys, novelties, and fireworks                              | 6                                     | 43        | 13             |                             | 7                                   | 6        | -             | 26                                    |
| All other   | 8                                     | 393       | 102            |                             | 27                                  | 52       | 3             | 93                                    |
| Automotive products   | 121                                   | 6,656     | 2,005          | 30.1                        | 792                                 | 1,075    | 23            | 1,892                                 |
| Automobiles and other motor vehicles                        | 5                                     | 551       | 105            |                             | 58                                  | 47       | 1             | 100                                   |
| Automotive equipment, accessories & parts                   | 108                                   | 5,915     | 1,859          |                             | 708                                 | 998      | 22            | 1,743                                 |
| Tires and tubes   | 8                                     | 210       | 61             |                             | 26                                  | 30       | 1             | 49                                    |
| Chemicals   | 32                                    | 2,470     | 766            | 31.0                        | 251                                 | 348      | 13            | 997                                   |
| Paints and varnishes  | 24                                    | 2,214     | 705            |                             | 233                                 | 321      | 7             | 951                                   |
| All other   | 8                                     | 256       | 60             |                             | 18                                  | 27       | 6             | 46                                    |
| Clothing and furnishings                                    | 25                                    | 1,499     | 243            | 16.2                        | 72                                  | 107      | 3             | 214                                   |
| Clothing, men's and boys'                                   | 3                                     | 206       | 47             |                             | 13                                  | 24       | 1             | 74                                    |
| Clothing, women's and children's                            | 6                                     | 805       | 88             |                             | 24                                  | 35       | 2             | 27                                    |
| Furnishings, men's and boys'                                | 4                                     | 55        | 6              |                             | 2                                   | 2        | -             | 21                                    |
| Millinery and millinery supplies                            | 4                                     | 112       | 44             |                             | 10                                  | 20       | -             | 4                                     |
| All other   | 6                                     | 351       | 58             |                             | 23                                  | 26       | -             | 88                                    |
| Coal  | 8                                     | 145       | 71             | 48.0                        | 23                                  | 30       | 2             | 16                                    |
| Drugs and drug sundries                                     | 17                                    | 5,924     | 961            | 16.2                        | 297                                 | 406      | 2             | 1,213                                 |
| Drugs (general line)  | 5                                     | 5,336     | 853            |                             | 266                                 | 373      | -             | 1,152                                 |
| Drugs (specialty lines)                                     | 5                                     | 95        | 51             |                             | 17                                  | 14       | 1             | 31                                    |
| All other   | 7                                     | 494       | 77             |                             | 14                                  | 19       | 1             | 30                                    |
| Dry goods   | 26                                    | 3,185     | 510            | 16.0                        | 185                                 | 288      | 6             | 907                                   |
| Dry goods (general line)                                    | 12                                    | 2,133     | 360            |                             | 133                                 | 213      | 2             | 653                                   |
| Piece goods   | 7                                     | 844       | 113            |                             | 36                                  | 54       | 4             | 199                                   |
| All other   | 7                                     | 208       | 37             |                             | 16                                  | 21       | 2             | 55                                    |
| Electrical goods  | 41                                    | 3,717     | 934            | 25.1                        | 322                                 | 494      | 11            | 893                                   |
| Electrical appliances, equipment and<br>supplies            | 35                                    | 3,463     | 854            |                             | 293                                 | 444      | 10            | 822                                   |
| Radios and radio equipment                                  | 6                                     | 254       | 80             |                             | 29                                  | 40       | 1             | 71                                    |
| Farm products—raw materials                                 | 27                                    | 6,005     | 407            | 6.8                         | 103                                 | 179      | 16            | 401                                   |
| Grain   | 14                                    | 4,436     | 249            |                             | 82                                  | 122      | 9             | 276                                   |
| Hides, skins, and furs (raw)                                | 9                                     | 442       | 41             |                             | 9                                   | 16       | 2             | 50                                    |
| All other   | 4                                     | 1,127     | 117            |                             | 12                                  | 41       | 5             | 75                                    |
| Farm products—consumer goods                                | 191                                   | 31,892    | 4,624          | 14.5                        | 1,541                               | 2,358    | 143           | 1,590                                 |
| Dairy products (general line)                               | 33                                    | 10,850    | 1,737          |                             | 556                                 | 950      | 22            | 312                                   |
| Cheese  | 3                                     | 331       | 45             |                             | 18                                  | 28       | -             | 9                                     |
| Milk and cream  | 12                                    | 285       | 76             |                             | 21                                  | 39       | 4             | 1                                     |
| All other dairy products                                    | 4                                     | 688       | 159            |                             | 42                                  | 73       | 3             | 28                                    |
| Poultry and poultry products                                | 18                                    | 496       | 84             |                             | 39                                  | 45       | 7             | 12                                    |
| Dairy and poultry products                                  | 23                                    | 3,496     | 502            |                             | 190                                 | 242      | 18            | 158                                   |
| Fruits and vegetables (fresh)                               | 95                                    | 15,679    | 2,011          |                             | 670                                 | 974      | 88            | 1,068                                 |
| All other   | 3                                     | 57        | 10             |                             | 5                                   | 7        | 1             | 2                                     |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF WASHINGTON WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             |                                     | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total    | Part-<br>time |                                    |
| WHOLESALESAERS PROPER (continued)                           |                                       |           |                |                             |                                     |          |               |                                    |
| Farm supplies   | 51                                    | \$6,227   | \$1,065        | 17.3                        | 548                                 | \$444    | \$36          | \$951                              |
| Feed  | 41                                    | 4,237     | 616            |                             | 179                                 | 503      | 26            | 573                                |
| Seeds   | 6                                     | 1,162     | 351            |                             | 132                                 | 112      | 11            | 471                                |
| All other   | 4                                     | 888       | 118            |                             | 37                                  | 29       | 1             | 107                                |
| Furniture and house furnishings                             | 25                                    | 2,214     | 510            | 23.0                        | 120                                 | 224      | 49            | 730                                |
| Floor coverings   | 3                                     | 714       | 121            |                             | 31                                  | 67       | 2             | 296                                |
| Furniture   | 7                                     | 415       | 114            |                             | 6                                   | 50       | 43            | 216                                |
| House furnishings (except china and<br>glassware)           | 11                                    | 911       | 249            |                             | 70                                  | 95       | 4             | 189                                |
| All other   | 4                                     | 174       | 26             |                             | 13                                  | 12       | -             | 29                                 |
| Groceries and foods (except farm products)                  | 255                                   | 60,430    | 7,899          | 13.1                        | 2,666                               | 3,908    | 118           | 9,437                              |
| Groceries (general line)                                    | 60                                    | 34,813    | 3,266          |                             | 1,128                               | 1,692    | 22            | 5,090                              |
| Confectionery and soft drinks                               | 33                                    | 1,169     | 221            |                             | 93                                  | 103      | 11            | 217                                |
| Fish and sea foods  | 31                                    | 4,931     | 1,394          |                             | 438                                 | 595      | 16            | 877                                |
| Meats and meat products                                     | 60                                    | 7,523     | 1,369          |                             | 501                                 | 733      | 23            | 361                                |
| All other food and grocery specialties                      | 111                                   | 11,994    | 1,649          |                             | 506                                 | 780      | 44            | 2,992                              |
| Hardware  | 24                                    | 8,558     | 1,782          | 20.8                        | 749                                 | 927      | 6             | 2,998                              |
| Hardware (general line)                                     | 15                                    | 7,232     | 1,506          |                             | 623                                 | 817      | 4             | 2,607                              |
| Hardware (specialty lines)                                  | 9                                     | 1,276     | 276            |                             | 126                                 | 170      | 2             | 391                                |
| Jewelry and optical goods                                   | 18                                    | 1,129     | 249            | 22.1                        | 89                                  | 136      | 7             | 321                                |
| Jewelry (general line)                                      | 9                                     | 574       | 119            |                             | 34                                  | 68       | 3             | 225                                |
| Optical goods   | 5                                     | 217       | 80             |                             | 34                                  | 44       | -             | 44                                 |
| All other   | 4                                     | 338       | 50             |                             | 21                                  | 24       | 4             | 52                                 |
| Lumber and building materials (other than<br>metal)         | 57                                    | 7,091     | 1,062          | 15.0                        | 402                                 | 498      | 44            | 684                                |
| Lumber and millwork   | 31                                    | 5,472     | 544            |                             | 227                                 | 252      | 12            | 576                                |
| Asbestos products   | 4                                     | 159       | 71             |                             | 27                                  | 35       | -             | 49                                 |
| Glass   | 3                                     | 212       | 131            |                             | 54                                  | 64       | 1             | 121                                |
| All other   | 19                                    | 1,248     | 316            |                             | 94                                  | 147      | 31            | 139                                |
| Machinery, equipment and supplies (except<br>electrical)    | 155                                   | 10,753    | 2,650          | 24.5                        | 826                                 | 1,391    | 113           | 3,843                              |
| Commercial machinery, equipment and<br>supplies             | 18                                    | 652       | 249            |                             | 74                                  | 112      | 9             | 196                                |
| Construction machinery, equipment and<br>supplies           | 10                                    | 818       | 143            |                             | 46                                  | 77       | 3             | 235                                |
| Farm and dairy machinery and equipment                      | 11                                    | 1,022     | 215            |                             | 44                                  | 116      | 43            | 354                                |
| Industrial machinery, equipment and<br>supplies             | 60                                    | 4,093     | 999            |                             | 317                                 | 526      | 42            | 1,356                              |
| Bottles and bottling equipment                              | 5                                     | 406       | 67             |                             | 17                                  | 39       | 1             | 37                                 |
| Mill and mine supplies (general line)                       | 15                                    | 1,092     | 280            |                             | 79                                  | 151      | 9             | 449                                |
| All other   | 40                                    | 2,595     | 652            |                             | 221                                 | 336      | 32            | 870                                |
| Professional equipment and supplies                         | 17                                    | 782       | 263            |                             | 98                                  | 148      | 2             | 303                                |
| Service equipment and supplies                              | 24                                    | 1,609     | 348            |                             | 109                                 | 192      | 2             | 688                                |
| Barber and beauty parlor equipment<br>and supplies          | 11                                    | 310       | 122            |                             | 50                                  | 63       | 1             | 84                                 |
| Laundry equipment and supplies                              | 4                                     | 1,111     | 187            |                             | 42                                  | 105      | -             | 571                                |
| All other   | 9                                     | 188       | 39             |                             | 17                                  | 20       | 1             | 33                                 |
| Transportation equipment and supplies                       | 15                                    | 1,771     | 413            |                             | 138                                 | 214      | 12            | 731                                |



## WHOLESALE DISTRIBUTION: 1933

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For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALE PROPER (continued)</b>                         |                                       |           |                |                             |                                     |          |               |                                    |
| <b>Metals (except scrap)</b>                                | 12                                    | \$1,234   | \$254          | 20.6                        | 76                                  | \$105    | \$8           | \$510                              |
| Iron and steel  | 8                                     | 1,068     | 228            |                             | 69                                  | 96       | 6             | 560                                |
| All other   | 4                                     | 166       | 28             |                             | 7                                   | 9        | 2             | 50                                 |
| <b>Paper and its products</b>                               | 26                                    | 4,111     | 856            | 20.8                        | 304                                 | 483      | 10            | 1,043                              |
| Petroleum and its products                                  | 17                                    | 1,295     | 253            | 19.5                        | 51                                  | 89       | 1             | 60                                 |
| Plumbing and heating equipment and supplies                 | 15                                    | 1,589     | 407            | 25.6                        | 123                                 | 176      | 15            | 650                                |
| Plumbing and heating equipment (general line)               | 10                                    | 1,395     | 358            |                             | 105                                 | 154      | 14            | 559                                |
| All other   | 5                                     | 194       | 49             |                             | 18                                  | 22       | 1             | 71                                 |
| <b>Tobacco and its products (except leaf)</b>               | 19                                    | 5,580     | 286            | 5.1                         | 111                                 | 151      | 1             | 313                                |
| <b>Waste materials</b>                                      | 38                                    | 1,540     | 328            | 21.3                        | 138                                 | 142      | 13            | 516                                |
| Iron and steel scrap  | 3                                     | 114       | 32             |                             | 8                                   | 10       | 1             | 17                                 |
| Junk and scrap (general line)                               | 29                                    | 1,047     | 221            |                             | 90                                  | 95       | 11            | 449                                |
| Waste paper, rags and rubber                                | 6                                     | 379       | 75             |                             | 40                                  | 37       | 1             | 51                                 |
| <b>All other kinds of business</b>                          | 84                                    | 5,342     | 1,225          | 22.9                        | 458                                 | 580      | 34            | 1,148                              |
| Bags and bagging  | 8                                     | 508       | 103            |                             | 67                                  | 61       | 12            | 80                                 |
| Beer  | 19                                    | 1,028     | 181            |                             | 50                                  | 62       | 5             | 63                                 |
| Flowers and nursery stock                                   | 5                                     | 56        | 13             |                             | 4                                   | 7        | 2             | 3                                  |
| Forest products (except lumber)                             | 12                                    | 867       | 430            |                             | 149                                 | 157      | 3             | 384                                |
| Leather goods   | 11                                    | 601       | 165            |                             | 45                                  | 70       | 6             | 280                                |
| Newspapers and magazines                                    | 10                                    | 804       | 142            |                             | 80                                  | 105      | 4             | 108                                |
| Wines and spirituous liquors                                | 6                                     | 243       | 35             |                             | 14                                  | 19       | -             | 33                                 |
| Miscellaneous   | 13                                    | 1,235     | 149            |                             | 51                                  | 79       | 2             | 195                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| <b>WITH STOCKS</b>  | 257                                   | 53,523    | 10,320         | 19.3                        | 2,803                               | 4,697    | 78            | 8,009                              |
| Amusement and sporting goods                                | 5                                     | 953       | 232            | 24.3                        | 77                                  | 131      | -             | 14                                 |
| Automotive products   | 15                                    | 3,890     | 778            | 20.1                        | 218                                 | 373      | 5             | 538                                |
| Chemicals   | 28                                    | 4,236     | 947            | 22.4                        | 217                                 | 388      | 2             | 685                                |
| Clothing and furnishings                                    | 5                                     | 618       | 57             | 9.2                         | 13                                  | 27       | 2             | 112                                |
| Drugs and drug sundries                                     | 6                                     | 913       | 270            | 29.6                        | 42                                  | 90       | -             | 92                                 |
| Dry goods   | 4                                     | 207       | 24             | 11.6                        | 7                                   | 8        | -             | 34                                 |
| Electrical goods  | 9                                     | 2,564     | 302            | 11.8                        | 96                                  | 169      | 1             | 280                                |
| Farm products—consumer goods                                | 11                                    | 4,110.0   | 1,432          | 35.0                        | 511                                 | 724      | 5             | 251                                |
| Furniture and house furnishings                             | 10                                    | 897       | 230            | 25.6                        | 46                                  | 102      | 1             | 145                                |
| Groceries and foods (except farm products)                  | 58                                    | 17,828    | 2,705          | 15.2                        | 690                                 | 1,206    | 26            | 1,690                              |
| Jewelry and optical goods                                   | 4                                     | 346       | 86             | 24.9                        | 23                                  | 41       | -             | 49                                 |
| Lumber and building materials (other than metal)            | 4                                     | 482       | 125            | 25.9                        | 22                                  | 62       | 2             | 145                                |
| Machinery, equipment and supplies (except electrical)       | 60                                    | 4,362     | 1,342          | 30.8                        | 480                                 | 733      | 16            | 1,373                              |
| Metals (except scrap)                                       | 14                                    | 3,192     | 568            | 17.8                        | 87                                  | 142      | -             | 777                                |
| Paper and its products                                      | 3                                     | 542       | 197            | 36.5                        | 12                                  | 21       | -             | 3                                  |
| Plumbing and heating equipment and supplies                 | 9                                     | 997       | 329            | 33.0                        | 86                                  | 135      | 5             | 399                                |
| All other kinds of business                                 | 12                                    | 7,396     | 899            | 12.2                        | 176                                 | 348      | 13            | 1,434                              |
| <b>WITHOUT STOCKS</b>                                       | 55                                    | 8,425     | 1,005          | 11.9                        | 323                                 | 528      | 2             | -                                  |
| Amusement and sporting goods                                | 6                                     | 869       | 245            | 28.2                        | 71                                  | 116      | -             | -                                  |
| Clothing and furnishings                                    | 4                                     | 121       | 14             | 11.6                        | 5                                   | 11       | -             | -                                  |
| Electrical goods  | 6                                     | 393       | 56             | 14.2                        | 13                                  | 39       | -             | -                                  |
| Groceries and foods (except farm products)                  | 4                                     | 982       | 189            | 19.2                        | 31                                  | 67       | 1             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 5                                     | 2,405     | 71             | 3.0                         | 22                                  | 45       | -             | -                                  |
| Metals (except scrap)                                       | 6                                     | 903       | 78             | 8.6                         | 19                                  | 48       | -             | -                                  |

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## WHOLESALE DISTRIBUTION: 1933

TABLE 2B.—STATE OF WASHINGTON WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lishments | Net sales | TOTAL EXPENSES |                             |                                     | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                  |           | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total    | Part-<br>time |                                    |
| WITHOUT STOCKS (continued)                                  |                                  |           |                |                             |                                     |          |               |                                    |
| Paper and its products                                      | 5                                | \$253     | \$54           | 20.5                        | 11                                  | \$25     | \$-           | \$-                                |
| All other kinds of business                                 | 19                               | 2,439     | 296            | 12.0                        | 151                                 | 179      | 1             | -                                  |
| AGENTS AND BROKERS  |                                  |           |                |                             |                                     |          |               |                                    |
| BROKERS   |                                  |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 117                              | 29,396    | 1,022          | 3.5                         | 233                                 | 524      | 19            | 304                                |
| Farm products—consumer goods                                | 15                               | 3,755     | 109            | 2.9                         | 14                                  | 31       | 4             | 8                                  |
| General merchandise   | 36                               | 6,638     | 314            | 4.6                         | 84                                  | 199      | 6             | 164                                |
| Groceries and foods (except farm products)                  | 3                                | 216       | 3              | 1.4                         | -                                   | 2        | 2             | -                                  |
| Lumber and building materials (other than metal)            | 38                               | 14,903    | 411            | 2.8                         | 96                                  | 206      | 4             | 116                                |
| All other kinds of business                                 | 11                               | 1,751     | 44             | 4.8                         | 17                                  | 29       | 1             | 1                                  |
|   | 14                               | 1,933     | 101            | 5.2                         | 20                                  | 57       | 2             | 15                                 |
| COMMISSION MERCHANTS  |                                  |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 39                               | 44,146    | 1,407          | 3.2                         | 297                                 | 543      | 63            | 456                                |
| Farm products—consumer goods                                | 5                                | 4,660     | 63             | 1.8                         | 17                                  | 39       | 1             | -                                  |
| All other kinds of business                                 | 28                               | 38,903    | 1,279          | 3.3                         | 267                                 | 484      | 58            | 456                                |
|   | 6                                | 583       | 45             | 7.7                         | 13                                  | 20       | 4             | -                                  |
| EXPORT AND IMPORT AGENTS                                    |                                  |           |                |                             |                                     |          |               |                                    |
| General merchandise   | 15                               | 7,691     | 168            | 2.4                         | 42                                  | 102      | 2             | 22                                 |
| Lumber and building materials (other than metal)            | 3                                | 95        | 10             | 10.5                        | 4                                   | 5        | -             | -                                  |
| All other kinds of business                                 | 3                                | 4,894     | 81             | 1.7                         | 24                                  | 58       | -             | -                                  |
|   | 7                                | 2,902     | 97             | 3.3                         | 14                                  | 39       | 2             | 22                                 |
| MANUFACTURERS' AGENTS                                       |                                  |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 106                              | 11,769    | 571            | 4.9                         | 160                                 | 282      | 15            | 154                                |
| Chemicals   | 5                                | 334       | 22             | 6.6                         | 11                                  | 14       | -             | 5                                  |
| Clothing and furnishings                                    | 5                                | 974       | 26             | 2.7                         | 9                                   | 15       | -             | 2                                  |
| Drugs and drug sundries                                     | 4                                | 249       | 10             | 4.0                         | 2                                   | 2        | -             | -                                  |
| Dry goods   | 3                                | 21        | 5              | 23.8                        | 1                                   | 2        | 1             | 12                                 |
| Electrical goods  | 6                                | 248       | 8              | 3.2                         | 1                                   | 1        | 1             | -                                  |
| Furniture and house furnishings                             | 10                               | 306       | 24             | 7.8                         | 8                                   | 10       | -             | 9                                  |
| Groceries and foods (except farm products)                  | 6                                | 258       | 14             | 5.4                         | 3                                   | 4        | -             | -                                  |
| Lumber and building materials (other than metal)            | 12                               | 6,749     | 189            | 2.8                         | 45                                  | 86       | -             | 15                                 |
| Machinery, equipment and supplies (except electrical)       | 7                                | 596       | 29             | 4.9                         | 9                                   | 18       | -             | 2                                  |
| Plumbing and heating equipment and supplies                 | 6                                | 458       | 35             | 7.6                         | 7                                   | 17       | 9             | 11                                 |
| All other kinds of business                                 | 24                               | 527       | 130            | 24.7                        | 42                                  | 60       | 4             | 55                                 |
|   | 3                                | 69        | 15             | 22.1                        | 8                                   | 9        | -             | 5                                  |
|   | 15                               | 921       | 64             | 6.8                         | 16                                  | 24       | -             | 40                                 |
| SELLING AGENTS  |                                  |           |                |                             |                                     |          |               |                                    |
| Coal  | 19                               | 6,771     | 749            | 11.1                        | 183                                 | 305      | 7             | 96                                 |
| Groceries and foods (except farm products)                  | 4                                | 618       | 108            | 17.5                        | 11                                  | 33       | -             | 4                                  |
| Lumber and building materials (other than metal)            | 4                                | 4,694     | 410            | 8.7                         | 111                                 | 189      | -             | 10                                 |
| All other kinds of business                                 | 3                                | 161       | 17             | 10.6                        | 1                                   | 1        | 1             | 1                                  |
|   | 8                                | 1,298     | 214            | 16.5                        | 40                                  | 82       | 6             | 81                                 |
| OTHER AGENTS  |                                  |           |                |                             |                                     |          |               |                                    |
|   | 3                                | 1,565     | 53             | 3.3                         | 9                                   | 11       | 8             | 1                                  |
| ALL OTHER TYPES   |                                  |           |                |                             |                                     |          |               |                                    |
| BULK TANK STATIONS (petroleum)                              | 459                              | 44,742    | 8,539          | 19.1                        | 2,154                               | 5,229    | 73            | 3,480                              |
| CHAIN STORE WAREHOUSES                                      | 9                                | 7,411     | 488            | 6.6                         | 138                                 | 202      | 4             | 686                                |
| Groceries and foods (except farm products)                  | 5                                | 5,116     | 522            | 6.3                         | 103                                 | 162      | 4             | 603                                |
| All other kinds of business                                 | 4                                | 2,295     | 106            | 4.6                         | 30                                  | 41       | -             | 53                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF WASHINGTON WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             |                                     | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total    | Part-<br>time |                                    |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                        | 191                                   | \$13,812  | \$2,522        | 18.3                        | 963                                 | \$1,305  | \$343         | \$1,919                            |
| Farm products—raw materials                                 | 102                                   | 5,990     | 231            | 7.0                         | 92                                  | 153      | 40            | 834                                |
| Farm products—consumer goods                                | 77                                    | 9,044     | 2,043          | 22.6                        | 826                                 | 1,046    | 282           | 759                                |
| Farm supplies   | 3                                     | 192       | 11             | 5.7                         | 5                                   | 5        | 1             | 6                                  |
| Groceries and foods (except farm products)                  | 6                                     | 367       | 142            | 38.7                        | 31                                  | 66       | 33            | 320                                |
| All other products  | 3                                     | 219       | 45             | 20.5                        | 9                                   | 23       | 7             | —                                  |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   | 91                                    | 27,544    | 6,720          | 24.4                        | 1,812                               | 2,306    | 424           | 1,524                              |
| Farm products—raw materials                                 | 14                                    | 3,089     | 95             | 3.1                         | 29                                  | 58       | 19            | 17                                 |
| Farm products—consumer goods                                | 74                                    | 23,271    | 6,135          | 26.4                        | 1,620                               | 2,093    | 405           | 1,401                              |
| All other kinds of business                                 | 3                                     | 1,184     | 490            | 41.4                        | 163                                 | 155      | —             | 106                                |
| <b>CREAM STATIONS</b>                                       | 5                                     | 261       | 97             | 37.2                        | 22                                  | 29       | 2             | 29                                 |
| <b>ELEVATORS (grain)</b>                                    | 27                                    | 2,446     | 180            | 7.4                         | 56                                  | 99       | 16            | 118                                |
| <b>SEATTLE</b>  | 1,070                                 | 226,155   | 32,068         | 14.2                        | 9,602                               | 15,299   | 419           | 24,551                             |
| Wholesalers proper  | 625                                   | 99,623    | 16,661         | 16.7                        | 5,565                               | 8,368    | 252           | 16,070                             |
| Manufacturers' sales branches                               | 215                                   | 46,903    | 8,553          | 18.2                        | 2,276                               | 3,943    | 55            | 5,510                              |
| Agents and brokers  | 197                                   | 49,711    | 2,149          | 4.3                         | 559                                 | 1,077    | 45            | 482                                |
| All other types   | 33                                    | 29,918    | 4,705          | 15.7                        | 1,202                               | 1,911    | 67            | 2,519                              |
| <b>WHOLESALESAERS PROPER</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 14                                    | 520       | 154            | 29.6                        | 39                                  | 67       | 3             | 115                                |
| Moving picture films  | 3                                     | 17        | 20             |                             | 5                                   | 8        | —             | 14                                 |
| Toys, novelties, and fireworks                              | 4                                     | 37        | 11             |                             | 7                                   | 6        | —             | 9                                  |
| All other   | 7                                     | 466       | 123            |                             | 27                                  | 53       | 3             | 90                                 |
| Automotive products   | 52                                    | 3,122     | 942            | 29.6                        | 366                                 | 508      | 5             | 966                                |
| Automotive equipment, accessories & parts                   | 48                                    | 3,044     | 910            |                             | 354                                 | 495      | 5             | 912                                |
| All other   | 4                                     | 138       | 32             |                             | 12                                  | 15       | —             | 54                                 |
| Chemicals   | 15                                    | 1,054     | 307            | 29.1                        | 101                                 | 142      | 4             | 358                                |
| Paints and varnishes  | 10                                    | 1,025     | 298            |                             | 99                                  | 137      | 1             | 353                                |
| All other   | 5                                     | 29        | 9              |                             | 2                                   | 5        | —             | 5                                  |
| Clothing and furnishings                                    | 19                                    | 1,237     | 206            | 16.0                        | 58                                  | 87       | 3             | 156                                |
| Clothing, women's and children's                            | 6                                     | 805       | 88             |                             | 24                                  | 35       | 2             | 27                                 |
| Furnishings, men's and boys'                                | 3                                     | 50        | 5              |                             | 1                                   | 1        | —             | 20                                 |
| Millinery and millinery supplies                            | 4                                     | 112       | 44             |                             | 10                                  | 20       | —             | 4                                  |
| All other   | 6                                     | 320       | 69             |                             | 23                                  | 31       | 1             | 105                                |
| Coal  | 6                                     | 114       | 53             | 46.5                        | 16                                  | 21       | 1             | 14                                 |
| Drugs and drug sundries                                     | 10                                    | 3,553     | 579            | 16.3                        | 174                                 | 233      | —             | 679                                |
| Patent medicines  | 3                                     | 49        | 16             |                             | 11                                  | 9        | —             | 18                                 |
| All other   | 7                                     | 3,504     | 563            |                             | 163                                 | 224      | —             | 661                                |
| Dry goods   | 19                                    | 1,854     | 286            | 15.4                        | 101                                 | 155      | 2             | 500                                |
| Dry goods (general line)                                    | 7                                     | 834       | 145            |                             | 53                                  | 86       | —             | 255                                |
| Piece goods   | 7                                     | 844       | 113            |                             | 36                                  | 54       | 2             | 199                                |
| All other   | 5                                     | 176       | 28             |                             | 12                                  | 15       | —             | 46                                 |
| Electrical goods  | 19                                    | 2,416     | 586            | 24.3                        | 197                                 | 298      | 5             | 586                                |
| Farm products—raw materials                                 | 11                                    | 2,707     | 123            | 4.5                         | 35                                  | 75       | 1             | 120                                |
| Hides, skins, and furs (raw)                                | 6                                     | 369       | 29             |                             | 7                                   | 14       | 1             | 28                                 |
| All other   | 5                                     | 2,338     | 95             |                             | 28                                  | 61       | —             | 92                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF WASHINGTON WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number<br>of estab-<br>lishments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| SEATTLE (continued)   |                                  |           |                |                             |                                     |          |               |                                    |
| Farm products—consumer goods                                | 67                               | \$17,407  | \$2,158        | 12.2                        | 736                                 | \$1,209  | \$36          | \$507                              |
| Dairy products (general line)                               | 11                               | 8,373     | 1,063          | 12.6                        | 325                                 | 619      | 9             | 224                                |
| Milk and cream  | 11                               | 279       | 75             | 27                          | 33                                  | 33       | —             | 1                                  |
| Poultry and poultry products                                | 5                                | 168       | 28             | 16                          | 16                                  | 19       | 3             | 8                                  |
| Dairy and poultry products                                  | 9                                | 2,401     | 271            | 11                          | 97                                  | 180      | 16            | 182                                |
| Fruits and vegetables (fresh)                               | 28                               | 5,937     | 650            | 10.9                        | 258                                 | 386      | 4             | 148                                |
| All other   | 3                                | 249       | 45             | 18                          | 19                                  | 27       | —             | 10                                 |
| Farm supplies   | 8                                | 2,444     | 453            | 18.5                        | 161                                 | 171      | 8             | 516                                |
| Feed  | 4                                | 831       | 97             | 12                          | 20                                  | 59       | —             | 27                                 |
| All other   | 4                                | 1,563     | 356            | 22.8                        | 141                                 | 112      | 8             | 489                                |
| Furniture and house furnishings                             | 19                               | 1,979     | 435            | 21.9                        | 114                                 | 123      | 14            | 525                                |
| Furniture   | 3                                | 214       | 46             | 21                          | 6                                   | 15       | 8             | 19                                 |
| House furnishings (except as specified)                     | 9                                | 877       | 240            | 27                          | 64                                  | 89       | 4             | 182                                |
| Medical instruments and sheet music                         | 3                                | 86        | 16             | 19                          | 7                                   | 9        | —             | 16                                 |
| All other   | 4                                | 802       | 131            | 16                          | 37                                  | 70       | 2             | 309                                |
| Groceries and foods (except farm products)                  | 116                              | 23,385    | 4,561          | 15.6                        | 1,467                               | 2,257    | 41            | 3,712                              |
| Groceries (general line)                                    | 25                               | 12,545    | 1,356          | 10.8                        | 453                                 | 733      | 12            | 1,902                              |
| Confectionery and soft drinks                               | 6                                | 213       | 63             | 29                          | 36                                  | 36       | 6             | 28                                 |
| Fish and sea foods  | 15                               | 4,562     | 1,502          | 33                          | 397                                 | 558      | 18            | 940                                |
| Meats and meat products                                     | 22                               | 3,828     | 742            | 19                          | 237                                 | 423      | 4             | 241                                |
| Other food and grocery specialties                          | 48                               | 8,177     | 1,116          | 13.6                        | 344                                 | 493      | 7             | 701                                |
| Hardware  | 14                               | 4,172     | 889            | 21.3                        | 400                                 | 506      | 5             | 1,317                              |
| Hardware (general line)                                     | 7                                | 3,865     | 796            | 20.6                        | 351                                 | 457      | 1             | 1,224                              |
| Hardware (specialty lines)                                  | 7                                | 307       | 92             | 30                          | 49                                  | 51       | 2             | 93                                 |
| Jewelry and optical goods                                   | 11                               | 675       | 154            | 22.8                        | 55                                  | 87       | 7             | 219                                |
| Jewelry (general line)                                      | 7                                | 521       | 92             | 18                          | 27                                  | 52       | 3             | 174                                |
| All other   | 4                                | 154       | 62             | 40                          | 28                                  | 35       | 4             | 45                                 |
| Lumber and building materials (other than<br>metal)         | 31                               | 5,532     | 587            | 10.6                        | 182                                 | 280      | 19            | 419                                |
| Lumber and millwork   | 20                               | 4,658     | 334            | 7.2                         | 83                                  | 149      | 12            | 260                                |
| All other   | 11                               | 874       | 253            | 29                          | 99                                  | 131      | 7             | 179                                |
| Machinery, equipment and supplies (except<br>electrical)    | 96                               | 8,523     | 2,073          | 24.3                        | 649                                 | 1,107    | 55            | 3,030                              |
| Commercial machinery, equipment & supplies                  | 9                                | 366       | 154            | 42                          | 38                                  | 64       | 3             | 128                                |
| Construction machinery eq'nt. & supplies                    | 6                                | 500       | 99             | 20                          | 29                                  | 51       | 3             | 163                                |
| Farm and dairy machinery and equipment                      | 6                                | 535       | 113            | 21                          | 33                                  | 59       | 1             | 191                                |
| Industrial machinery, eq't. & supplies                      | 41                               | 3,382     | 811            | 24                          | 251                                 | 441      | 35            | 1,009                              |
| Bottles and bottling equipment                              | 4                                | 404       | 66             | 16                          | 18                                  | 39       | 1             | 37                                 |
| Mill and mine supplies (general line)                       | 5                                | 610       | 135            | 22                          | 27                                  | 80       | 4             | 161                                |
| All other   | 32                               | 2,568     | 610            | 23.7                        | 206                                 | 322      | 30            | 811                                |
| Professional equipment and supplies                         | 10                               | 588       | 190            | 32                          | 71                                  | 110      | 1             | 805                                |
| Service equipment and supplies                              | 11                               | 1,447     | 307            | 21                          | 91                                  | 172      | —             | 631                                |
| Barber and beauty parlor equipment<br>and supplies          | 3                                | 220       | 96             | 43                          | 39                                  | 52       | —             | 56                                 |
| Laundry equipment and supplies                              | 3                                | 1,083     | 182            | 17                          | 40                                  | 103      | —             | 561                                |
| All other   | 5                                | 144       | 29             | 20                          | 12                                  | 17       | —             | 14                                 |
| Transportation equipment and supplies                       | 13                               | 1,690     | 399            | 23.6                        | 134                                 | 210      | 12            | 705                                |
| Metals (except scrap)                                       | 9                                | 1,169     | 231            | 19.8                        | 70                                  | 95       | 5             | 568                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF WASHINGTON WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| SEATTLE (continued)   |                                       |           |                |                             |                                     |          |               |                                    |
| Paper and its products                                      | 15                                    | \$2,509   | \$515          | 19.7                        | 189                                 | \$233    | \$7           | \$566                              |
| Petroleum and its products                                  | 8                                     | 922       | 207            | 22.5                        | 41                                  | 74       | 1             | 43                                 |
| Plumbing and heating equipment and supplies                 | 7                                     | 914       | 233            | 25.5                        | 58                                  | 91       | 12            | 325                                |
| Tobacco and its products (except leaf)                      | 6                                     | 3,029     | 145            | 4.8                         | 54                                  | 73       | -             | 140                                |
| Waste materials   | 12                                    | 898       | 175            | 19.5                        | 70                                  | 80       | 3             | 98                                 |
| Junk and scrap (general line)                               | 6                                     | 440       | 82             |                             | 34                                  | 41       | 2             | 53                                 |
| Waste paper, rags and rubber                                | 6                                     | 458       | 93             |                             | 36                                  | 39       | 1             | 63                                 |
| All other kinds of business                                 | 41                                    | 3,274     | 618            | 18.9                        | 238                                 | 284      | 17            | 532                                |
| Bags and bagging  | 6                                     | 495       | 100            |                             | 67                                  | 60       | 12            | 79                                 |
| Beer  | 4                                     | 298       | 40             |                             | 10                                  | 12       | 2             | 9                                  |
| Forest products (except lumber)                             | 8                                     | 469       | 149            |                             | 26                                  | 25       | -             | 12                                 |
| Leather goods   | 10                                    | 441       | 136            |                             | 37                                  | 56       | 2             | 175                                |
| Wines and spirituous liquors                                | 5                                     | 119       | 22             |                             | 6                                   | 9        | -             | 19                                 |
| Miscellaneous   | 10                                    | 1,513     | 181            |                             | 82                                  | 120      | 1             | 236                                |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                             |                                     |          |               |                                    |
| WINE STOCKS   |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 167                                   | 32,108    | 7,532          | 19.5                        | 2,000                               | 3,455    | 54            | 5,510                              |
| Automotive products   | 5                                     | 953       | 232            | 24.3                        | 77                                  | 131      | -             | 14                                 |
| Chemicals   | 11                                    | 3,121     | 630            | 20.2                        | 182                                 | 308      | 3             | 452                                |
| Clothing and furnishings                                    | 16                                    | 3,947     | 650            | 19.4                        | 148                                 | 265      | 1             | 445                                |
| Drugs and drug sundries                                     | 5                                     | 618       | 57             | 9.2                         | 13                                  | 27       | 2             | 112                                |
| Dry goods   | 6                                     | 913       | 270            | 29.6                        | 42                                  | 80       | -             | 92                                 |
| Electrical goods  | 4                                     | 307       | 21             | 6.8                         | 7                                   | 8        | -             | 34                                 |
| Farm products-consumer goods                                | 9                                     | 2,564     | 302            | 11.8                        | 96                                  | 169      | 1             | 260                                |
| Furniture and home furnishings                              | 3                                     | 2,854     | 903            | 31.6                        | 317                                 | 457      | 3             | 211                                |
| Groceries and foods (except farm products)                  | 6                                     | 676       | 197            | 29.1                        | 37                                  | 90       | -             | 113                                |
| Jewelry and optical goods                                   | 24                                    | 11,678    | 1,810          | 15.5                        | 422                                 | 797      | 22            | 841                                |
| Machinery, equipment and supplies (except electrical)       | 3                                     | 318       | 75             | 23.6                        | 18                                  | 34       | -             | 46                                 |
| Metals (except scrap)                                       | 41                                    | 2,999     | 692            | 23.1                        | 313                                 | 469      | 6             | 839                                |
| Paper and its products                                      | 13                                    | 2,956     | 257            | 8.7                         | 85                                  | 138      | -             | 756                                |
| Plumbing and heating equipment and supplies                 | 3                                     | 542       | 137            | 25.3                        | 12                                  | 21       | -             | 3                                  |
| All other kinds of business                                 | 7                                     | 715       | 248            | 34.7                        | 63                                  | 99       | 4             | 303                                |
|   | 11                                    | 4,637     | 798            | 17.2                        | 168                                 | 338      | 12            | 956                                |
| WITHOUT STOCKS  |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 43                                    | 7,795     | 921            | 11.8                        | 276                                 | 478      | 1             | -                                  |
| Clothing and furnishings                                    | 6                                     | 859       | 245            | 28.2                        | 71                                  | 116      | -             | -                                  |
| Electrical goods  | 4                                     | 121       | 14             | 11.6                        | 5                                   | 11       | -             | -                                  |
| Groceries and foods (except farm products)                  | 5                                     | 300       | 49             | 16.3                        | 11                                  | 34       | -             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 982       | 189            | 19.2                        | 31                                  | 67       | -             | -                                  |
| Metals (except scrap)                                       | 4                                     | 2,405     | 71             | 3.0                         | 22                                  | 45       | -             | -                                  |
| Paper and its products                                      | 6                                     | 905       | 78             | 8.6                         | 19                                  | 42       | -             | -                                  |
| All other kinds of business                                 | 5                                     | 263       | 84             | 30.5                        | 11                                  | 25       | -             | -                                  |
|   | 14                                    | 1,952     | 221            | 11.3                        | 106                                 | 154      | 1             | -                                  |
| AGENTS AND BROKERS  |                                       |           |                |                             |                                     |          |               |                                    |
| BROKERS   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-raw materials                                 | 64                                    | 20,645    | 647            | 3.1                         | 142                                 | 369      | 11            | 237                                |
| Farm products-consumer goods                                | 9                                     | 2,807     | 87             | 3.1                         | 11                                  | 28       | 4             | 6                                  |
| General merchandise   | 5                                     | 2,233     | 64             | 2.8                         | 34                                  | 100      | 2             | 106                                |
| Groceries and foods (except farm products)                  | 3                                     | 216       | 3              | 1.4                         | -                                   | 2        | 2             | -                                  |
| Lumber and building materials (other than metal)            | 30                                    | 12,429    | 339            | 2.7                         | 73                                  | 164      | 1             | 111                                |
| All other kinds of business                                 | 6                                     | 1,359     | 72             | 5.3                         | 14                                  | 26       | -             | -                                  |
|   | 11                                    | 1,276     | 82             | 6.2                         | 16                                  | 49       | 2             | 1                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF WASHINGTON WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS       | Number of establishments | Net sales | TOTAL EXPENSES |                  |                               | PAY ROLL |           | Stocks on hand (end of year) |
|---|--------------------------|-----------|----------------|------------------|-------------------------------|----------|-----------|------------------------------|
|   |                          |           | Amount         | Percent of sales | Full-time employees (average) | Total    | Part-time |                              |
| AGENTS AND BROKERS (continued)                                    |                          |           |                |                  |                               |          |           |                              |
| COMMISSION MERCHANTS  | 16                       | \$3,081   | \$261          | 8.5              | 95                            | \$129    | \$6       | \$27                         |
| Farm products-consumer goods                                      | 13                       | 2,843     | 234            | 8.2              | 83                            | 112      | 3         | 27                           |
| All other kinds of business                                       | 3                        | 238       | 27             | 11.3             | 10                            | 17       | 3         | -                            |
| EXPORT AND IMPORT AGENTS  | 12                       | 7,888     | 166            | 2.4              | 42                            | 102      | 2         | 22                           |
| General merchandise   | 3                        | 95        | 10             | 10.5             | 4                             | 5        | -         | -                            |
| Lumber and building materials (other than metal)                  | 3                        | 4,894     | 81             | 1.7              | 24                            | 58       | -         | -                            |
| All other kinds of business                                       | 6                        | 2,899     | 95             | 3.3              | 14                            | 39       | 2         | 22                           |
| MANUFACTURERS' AGENTS   | 90                       | 10,647    | 505            | 4.7              | 137                           | 233      | 14        | 135                          |
| Automotive products   | 4                        | 214       | 12             | 5.6              | 7                             | 9        | -         | 4                            |
| Chemicals   | 5                        | 974       | 26             | 2.7              | 9                             | 15       | -         | 2                            |
| Clothing and furnishings  | 4                        | 249       | 10             | 4.0              | 2                             | 2        | -         | -                            |
| Dry goods   | 6                        | 248       | 8              | 3.2              | 1                             | 1        | 1         | -                            |
| Electrical goods  | 10                       | 306       | 24             | 7.8              | 8                             | 10       | -         | 9                            |
| Furniture and house furnishings                                   | 6                        | 258       | 14             | 5.4              | 3                             | 4        | -         | -                            |
| Groceries and foods (except farm products)                        | 10                       | 6,200     | 178            | 2.9              | 38                            | 78       | -         | 15                           |
| Hardware  | 7                        | 596       | 29             | 4.9              | 9                             | 18       | -         | 2                            |
| Lumber and building materials (other than metal)                  | 4                        | 414       | 34             | 8.2              | 7                             | 17       | 9         | 11                           |
| Machinery equipment and supplies (except electrical)              | 21                       | 505       | 125            | 24.8             | 42                            | 59       | 3         | 55                           |
| All other kinds of business                                       | 13                       | 683       | 45             | 6.6              | 11                            | 20       | 1         | 37                           |
| SELLING AGENTS  | 12                       | 5,865     | 497            | 8.5              | 130                           | 233      | 7         | 30                           |
| Groceries and foods (except farm products)                        | 4                        | 4,694     | 410            | 8.7              | 111                           | 189      | -         | 10                           |
| All other kinds of business                                       | 8                        | 1,171     | 87             | 7.4              | 19                            | 44       | 7         | 20                           |
| OTHER AGENTS  | 3                        | 1,585     | 53             | 3.3              | 9                             | 11       | 5         | 1                            |
| ALL OTHER TYPES   |                          |           |                |                  |                               |          |           |                              |
| BULK TANK STATIONS  | 18                       | 15,291    | 2,692          | 17.6             | 729                           | 1,242    | 30        | 1,314                        |
| CHAIN STORE WAREHOUSES  | 3                        | 5,037     | 242            | 4.8              | 73                            | 112      | 3         | 325                          |
| ASSEMBLERS AND COUNTRY BUYERS                                     | 7                        | 1,891     | 239            | 12.6             | 92                            | 137      | 34        | 370                          |
| Groceries and foods (except farm products)                        | 4                        | 315       | 100            | 31.7             | 30                            | 58       | 27        | 304                          |
| All other kinds of business                                       | 3                        | 1,576     | 139            | 8.8              | 62                            | 99       | 7         | 66                           |
| COOPERATIVE MARKETING ASSOCIATIONS (farm products-consumer goods) | 5                        | 7,699     | 1,532          | 19.9             | 308                           | 400      | -         | 510                          |
| CITIES OF 100,000 POPULATION AND OVER                             |                          |           |                |                  |                               |          |           |                              |
| SPOKANE   | 240                      | 44,978    | 6,718          | 14.9             | 2,185                         | 3,181    | 73        | 6,713                        |
| Wholesale proper  | 143                      | 22,774    | 3,775          | 16.6             | 1,335                         | 1,809    | 53        | 4,942                        |
| Manufacturers' sales branches                                     | 40                       | 6,547     | 1,417          | 21.6             | 449                           | 709      | 6         | 1,212                        |
| Agents and brokers  | 35                       | 9,572     | 372            | 3.9              | 95                            | 153      | 4         | 31                           |
| All other types   | 22                       | 6,085     | 1,154          | 19.0             | 306                           | 510      | 10        | 528                          |
| WHOLESALE PROPER  |                          |           |                |                  |                               |          |           |                              |
| Amusement and sporting goods                                      | 6                        | 164       | 47             | 28.7             | 11                            | 13       | -         | 63                           |
| Automotive products   | 17                       | 1,266     | 416            | 32.9             | 166                           | 231      | 2         | 351                          |
| Chemicals   | 4                        | 556       | 212            | 38.1             | 70                            | 93       | 1         | 305                          |
| Clothing and furnishings  | 3                        | 207       | 36             | 17.4             | 13                            | 17       | -         | 57                           |

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Table 2B.—STATE OF WASHINGTON WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales     | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL     |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|---------------|----------------|-----------------------------|-------------------------------------|--------------|---------------|------------------------------------|
|   |                                       |               | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total        | Part-<br>time |                                    |
| <b>WHOLESALESAERS PROPER (continued)</b>                    |                                       |               |                |                             |                                     |              |               |                                    |
| Drugs and drug sundries                                     | 4                                     | \$1,699       | \$298          | 17.0                        | 92                                  | \$120        | \$1           | \$370                              |
| Electrical goods  | 13                                    | 856           | 242            | 29.3                        | 103                                 | 135          | 4             | 187                                |
| Farm products-consumer goods                                | 15                                    | 1,891         | 343            | 18.1                        | 126                                 | 174          | 12            | 81                                 |
| Farm supplies   | 5                                     | 239           | 59             | 20.4                        | 14                                  | 22           | 3             | 53                                 |
| Groceries and foods (except farm products)                  | 26                                    | 9,518         | 940            | 9.9                         | 314                                 | 413          | 7             | 1,310                              |
| Hardware  | 3                                     | 1,730         | 369            | 22.5                        | 150                                 | 191          | -             | 741                                |
| Jewelry and optical goods                                   | 4                                     | 129           | 54             | 41.9                        | 18                                  | 30           | -             | 70                                 |
| Lumber and building materials (other than metal)            | 6                                     | 293           | 40             | 13.7                        | 7                                   | 13           | 3             | 96                                 |
| Machinery, equipment and supplies (except electrical)       | 16                                    | 502           | 145            | 29.9                        | 52                                  | 79           | 7             | 177                                |
| Paper and its products                                      | 3                                     | 801           | 177            | 22.1                        | 59                                  | 121          | -             | 227                                |
| Plumbing and heating equipment and supplies                 | 3                                     | 251           | 57             | 22.7                        | 21                                  | 26           | -             | 106                                |
| Waste materials   | 4                                     | 275           | 51             | 18.5                        | 27                                  | 22           | 1             | 68                                 |
| All other kinds of business 1/                              | 11                                    | 2,347         | 379            | 11.9                        | 92                                  | 110          | 12            | 615                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |               |                |                             |                                     |              |               |                                    |
| Automotive products   | 3                                     | 677           | 119            | 17.6                        | 29                                  | 54           | -             | 71                                 |
| Chemicals   | 4                                     | 320           | 106            | 33.1                        | 26                                  | 48           | -             | 161                                |
| Furniture and house furnishings                             | 3                                     | 121           | 23             | 23.1                        | 7                                   | 9            | -             | 27                                 |
| Groceries and foods (except farm products)                  | 8                                     | 2,524         | 370            | 14.7                        | 107                                 | 171          | 2             | 226                                |
| Machinery, equipment and supplies (except electrical)       | 11                                    | 998           | 326            | 32.7                        | 113                                 | 172          | 2             | 396                                |
| All other kinds of business 2/                              | 11                                    | 1,907         | 459            | 24.5                        | 167                                 | 235          | 2             | 271                                |
| <b>AGENTS AND BROKERS</b>                                   |                                       |               |                |                             |                                     |              |               |                                    |
| Farm products-raw materials                                 | 9                                     | 5,563         | 104            | 1.9                         | 21                                  | 43           | 1             | -                                  |
| Farm products-consumer goods                                | 5                                     | 690           | 83             | 12.0                        | 36                                  | 43           | -             | 10                                 |
| Groceries and foods (except farm products)                  | 7                                     | 2,177         | 59             | 2.7                         | 18                                  | 33           | 2             | 3                                  |
| Lumber and building materials (other than metal)            | 5                                     | 415           | 22             | 5.3                         | -                                   | 1            | -             | -                                  |
| All other kinds of business 3/                              | 9                                     | 727           | 104            | 14.3                        | 20                                  | 35           | 1             | 18                                 |
| <b>ALL OTHER TYPES</b>                                      |                                       |               |                |                             |                                     |              |               |                                    |
| Farm products-raw materials                                 | 3                                     | 539           | 52             | 9.7                         | 13                                  | 21           | 3             | 66                                 |
| Farm products-consumer goods                                | 6                                     | 911           | 320            | 35.1                        | 67                                  | 79           | 3             | 69                                 |
| Petroleum and its products                                  | 9                                     | 2,849         | 684            | 24.0                        | 192                                 | 356          | 3             | 215                                |
| All other products  | 4                                     | 1,787         | 98             | 5.5                         | 34                                  | 54           | 1             | 178                                |
| <b>TACOMA</b>   | <b>177</b>                            | <b>30,953</b> | <b>5,027</b>   | <b>16.2</b>                 | <b>1,663</b>                        | <b>2,476</b> | <b>104</b>    | <b>4,879</b>                       |
| Wholesale proper  | 132                                   | 20,523        | 3,150          | 15.3                        | 1,147                               | 1,698        | 81            | 3,698                              |
| Manufacturers' sales branches                               | 18                                    | 2,378         | 474            | 19.9                        | 133                                 | 206          | 3             | 525                                |
| Agents and brokers  | 7                                     | 1,261         | 49             | 3.9                         | 18                                  | 26           | 1             | 3                                  |
| All other types   | 20                                    | 6,791         | 1,354          | 19.9                        | 363                                 | 546          | 19            | 653                                |
| <b>WHOLESALESAERS PROPER</b>                                |                                       |               |                |                             |                                     |              |               |                                    |
| Amusement and sporting goods                                | 3                                     | 214           | 58             | 27.1                        | 21                                  | 30           | 5             | 108                                |
| Automotive products   | 11                                    | 667           | 178            | 26.7                        | 77                                  | 101          | 6             | 121                                |
| Chemicals   | 3                                     | 393           | 113            | 28.8                        | 48                                  | 56           | 1             | 178                                |
| Dry goods   | 4                                     | 1,174         | 202            | 17.2                        | 76                                  | 121          | 2             | 356                                |
| Electrical goods  | 7                                     | 404           | 90             | 22.3                        | 19                                  | 43           | 1             | 113                                |
| Farm products-consumer goods                                | 19                                    | 2,339         | 342            | 14.6                        | 134                                 | 188          | 6             | 108                                |

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Table 2 B.—STATE OF WASHINGTON WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of<br>year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|---------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                       |
| <b>WHOLESALEERS PROPER (continued)</b>                      |                                       |           |                |                             |                                     |          |               |                                       |
| Furniture and house furnishing                              | 3                                     | \$143     | \$56           | 39.2                        | 3                                   | \$32     | \$29          | \$185                                 |
| Groceries and foods (except farm products)                  | 28                                    | 9,949     | 1,064          | 10.7                        | 400                                 | 602      | 14            | 1,071                                 |
| Lumber and building materials (other than metal)            | 6                                     | 534       | 113            | 33.8                        | 40                                  | 49       | 1             | 59                                    |
| Machinery, equipment and supplies (except electrical)       | 21                                    | 562       | 157            | 27.9                        | 60                                  | 68       | 3             | 254                                   |
| Tobacco and its products (except leaf)                      | 3                                     | 852       | 48             | 5.8                         | 20                                  | 32       | 1             | 55                                    |
| Waste materials   | 4                                     | 123       | 79             | 42.7                        | 30                                  | 31       | 6             | 295                                   |
| All other kinds of business 4/                              | 20                                    | 3,327     | 650            | 19.5                        | 225                                 | 345      | 6             | 779                                   |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                       |
| Groceries and foods (except farm products)                  | 6                                     | 1,761     | 265            | 15.0                        | 68                                  | 125      | -             | 410                                   |
| Machinery, equipment and supplies (except electrical)       | 5                                     | 225       | 65             | 28.0                        | 25                                  | 27       | -             | 49                                    |
| All other kinds of business 5/                              | 7                                     | 392       | 146            | 37.2                        | 42                                  | 54       | 5             | 66                                    |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                       |
| Groceries and foods (except farm products)                  | 3                                     | 846       | 24             | 2.8                         | 10                                  | 17       | 1             | 2                                     |
| All other kinds of business 6/                              | 4                                     | 415       | 25             | 6.0                         | 8                                   | 9        | -             | 1                                     |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                       |
| Farm products—consumer goods                                | 6                                     | 1,304     | 100            | 7.7                         | 50                                  | 45       | 5             | 44                                    |
| Petroleum and its products                                  | 11                                    | 3,582     | 754            | 21.0                        | 166                                 | 312      | 10            | 352                                   |
| All other kinds of business 7/                              | 3                                     | 1,905     | 500            | 26.2                        | 147                                 | 169      | 6             | 257                                   |
| <b>CITIES OF 20,000 TO 50,000 POPULATION</b>                |                                       |           |                |                             |                                     |          |               |                                       |
| <b>ABERDEEN</b>   |                                       |           |                |                             |                                     |          |               |                                       |
| Wholesale proper  | 43                                    | 3,605     | 875            | 25.0                        | 324                                 | 411      | 17            | 431                                   |
| All other types   | 35                                    | 2,712     | 659            | 24.3                        | 272                                 | 326      | 13            | 362                                   |
|   | 8                                     | 1,093     | 216            | 19.8                        | 52                                  | 85       | 4             | 69                                    |
| Farm products—consumer goods                                | 5                                     | 1,028     | 244            | 23.7                        | 88                                  | 115      | 2             | 54                                    |
| Groceries and foods (except farm products)                  | 13                                    | 1,199     | 130            | 10.9                        | 51                                  | 59       | 2             | 145                                   |
| Petroleum and its products                                  | 4                                     | 823       | 138            | 16.6                        | 31                                  | 60       | 2             | 59                                    |
| All other kinds of business                                 | 21                                    | 796       | 363            | 45.0                        | 154                                 | 174      | 11            | 193                                   |
| <b>BELLINGHAM</b>   |                                       |           |                |                             |                                     |          |               |                                       |
| Wholesale proper  | 57                                    | 5,294     | 1,205          | 22.8                        | 401                                 | 491      | 15            | 687                                   |
| All other types of business                                 | 38                                    | 2,841     | 445            | 15.6                        | 160                                 | 211      | 11            | 539                                   |
|   | 19                                    | 2,453     | 762            | 31.1                        | 241                                 | 280      | 2             | 148                                   |
| Farm products—consumer goods                                | 8                                     | 1,050     | 342            | 32.6                        | 125                                 | 134      | -             | 56                                    |
| Groceries and foods (except farm products)                  | 13                                    | 830       | 103            | 12.4                        | 38                                  | 49       | 3             | 83                                    |
| Petroleum and its products                                  | 12                                    | 1,188     | 217            | 18.7                        | 45                                  | 92       | 2             | 69                                    |
| All other kinds of business                                 | 24                                    | 2,256     | 543            | 24.1                        | 195                                 | 216      | 6             | 499                                   |
| <b>EVERETT</b>  |                                       |           |                |                             |                                     |          |               |                                       |
| Wholesale proper  | 59                                    | 5,249     | 977            | 18.6                        | 303                                 | 409      | 31            | 642                                   |
| All other types of business                                 | 25                                    | 2,774     | 368            | 13.3                        | 159                                 | 192      | 29            | 503                                   |
|   | 16                                    | 2,475     | 595            | 24.0                        | 164                                 | 217      | 2             | 139                                   |
| Groceries and foods (except farm products)                  | 5                                     | 1,390     | 123            | 9.0                         | 47                                  | 67       | 3             | 198                                   |
| Petroleum and its products                                  | 10                                    | 1,454     | 267            | 18.6                        | 50                                  | 97       | 4             | 75                                    |
| All other kinds of business                                 | 24                                    | 2,425     | 598            | 24.1                        | 206                                 | 245      | 26            | 371                                   |





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## WHOLESALE DISTRIBUTION: 1933

Table 3.—STATE OF WASHINGTON RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                  | RECEIPTS FROM—       |                                  |                          |        |                          |          |
|---|--------------------------|-----------------|----------------|------------------|----------------------|----------------------------------|--------------------------|--------|--------------------------|----------|
|   |                          |                 | Amount         | Percent of sales | Sales of merchandise | Parking, storage, cleaning, etc. | Space rental             |        | Other sources            |          |
|   |                          |                 |                |                  |                      |                                  | Number of establishments | Amount | Number of establishments | Amount   |
| Total for State                                       | \$2,714                  | \$439,259       | \$63,407       | 14.4             | \$435,006            | \$1,811                          | 16                       | \$48   | 75                       | \$2,394  |
| Amusement and sporting goods                          | 34                       | 2,720           | 735            | 27.0             | 937                  | -                                | -                        | -      | 14                       | 1/ 1,783 |
| Automotive products                                   | 142                      | 10,879          | 2,805          | 25.8             | 10,594               | 280                              | 1                        | 1      | 6                        | 24       |
| Chemicals   | 68                       | 7,729           | 1,750          | 22.6             | 7,706                | 22                               | -                        | -      | 1                        | 1        |
| Clothing and furnishings                              | 37                       | 2,490           | 325            | 13.1             | 2,490                | -                                | -                        | -      | -                        | -        |
| Coal  | 12                       | 766             | 179            | 23.4             | 766                  | -                                | -                        | -      | -                        | -        |
| Drugs and drug sundries                               | 31                       | 8,485           | 1,265          | 14.9             | 8,485                | -                                | -                        | -      | -                        | -        |
| Dry goods   | 40                       | 3,773           | 593            | 15.7             | 3,771                | -                                | -                        | -      | 1                        | 2        |
| Electrical goods                                      | 63                       | 7,037           | 1,324          | 18.8             | 7,026                | 10                               | -                        | -      | 1                        | 1        |
| Farm products—raw materials                           | 192                      | 25,831          | 1,217          | 4.7              | 25,473               | 345                              | -                        | -      | 6                        | 12       |
| Farm products—consumer goods                          | 408                      | 111,790         | 14,727         | 13.2             | 110,884              | 692                              | 2                        | 2      | 10                       | 212      |
| Farm supplies   | 80                       | 12,491          | 3,111          | 24.9             | 12,482               | 6                                | 1                        | 3      | -                        | -        |
| Furniture and house furnishings                       | 44                       | 3,473           | 763            | 22.0             | 3,473                | -                                | -                        | -      | -                        | -        |
| Groceries and foods (except farm products)            | 425                      | 113,224         | 12,339         | 10.9             | 113,026              | 100                              | 3                        | 8      | 12                       | 90       |
| Hardware  | 33                       | 9,278           | 1,816          | 19.6             | 9,251                | 5                                | -                        | -      | 3                        | 22       |
| Jewelry and optical goods                             | 24                       | 1,491           | 337            | 22.6             | 1,490                | -                                | 1                        | 1      | -                        | -        |
| Lumber and building materials (other than metal)      | 86                       | 15,158          | 1,439          | 9.5              | 15,126               | 14                               | 2                        | 15     | 1                        | 3        |
| Machinery, equipment and supplies (except electrical) | 248                      | 19,104          | 4,203          | 22.2             | 17,629               | 293                              | 2                        | 3      | 13                       | 2/ 179   |
| Metals (except scrap)                                 | 33                       | 5,339           | 701            | 13.1             | 5,337                | -                                | -                        | -      | 1                        | 2        |
| Paper and its products                                | 37                       | 5,751           | 1,108          | 19.3             | 5,747                | 4                                | -                        | -      | -                        | -        |
| Petroleum and its products                            | 460                      | 46,447          | 8,810          | 19.0             | 46,408               | 23                               | 2                        | 11     | -                        | -        |
| Plumbing and heating equipment and supplies           | 28                       | 2,662           | 758            | 28.5             | 2,651                | 8                                | 1                        | 3      | -                        | -        |
| Tobacco and its products (except leaf)                | 22                       | 8,402           | 474            | 5.6              | 8,385                | -                                | 1                        | 1      | 1                        | 16       |
| Waste materials                                       | 38                       | 1,540           | 328            | 21.3             | 1,538                | -                                | -                        | -      | 1                        | 2        |
| All other kinds of business                           | 124                      | 14,399          | 2,300          | 16.0             | 14,331               | 23                               | -                        | -      | 4                        | 45       |

1/ Includes 13 exchanges dealing in motion picture films with income from film rentals of \$1,779,000.

2/ Includes 3 establishments dealing in machinery, equipment and supplies, with receipts from machine rentals amounting to \$142,000.

## WHOLESALE DISTRIBUTION: 1933

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Table 4.—STATE OF WASHINGTON CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS   | ALL ESTABLISHMENTS |                  | ESTABLISHMENTS REPORTING CREDIT SALES |                                       |                  |                                       |                  |                                       |                    |                 |                  |
|---|--------------------|------------------|---------------------------------------|---------------------------------------|------------------|---------------------------------------|------------------|---------------------------------------|--------------------|-----------------|------------------|
|   | Number             | Net sales        | Number                                | Percent of total for kind of business | Net sales        | Percent of total for kind of business | Credit sales     |                                       | Total Expenses     |                 |                  |
|   |                    |                  |                                       |                                       |                  |                                       | Amount           | Percent of sales                      |                    | Amount          | Percent of sales |
|   |                    |                  |                                       |                                       |                  |                                       |                  | Establishments reporting credit sales | All establishments |                 |                  |
| <b>Total for State</b>                      | <b>2,714</b>       | <b>\$439,259</b> | <b>2,073</b>                          | <b>76.4</b>                           | <b>\$303,576</b> | <b>69.1</b>                           | <b>\$239,452</b> | <b>78.9</b>                           | <b>54.5</b>        | <b>\$53,453</b> | <b>17.6</b>      |
| <b>WHOLESALE PROPER</b>                     |                    |                  |                                       |                                       |                  |                                       |                  |                                       |                    |                 |                  |
| <b>Total</b>                                | <b>1,345</b>       | <b>179,537</b>   | <b>1,079</b>                          | <b>80.2</b>                           | <b>154,022</b>   | <b>86.0</b>                           | <b>122,468</b>   | <b>79.5</b>                           | <b>68.2</b>        | <b>26,924</b>   | <b>17.5</b>      |
| Amusement and sporting goods                | 23                 | 898              | 17                                    | 73.9                                  | 860              | 95.8                                  | 657              | 75.4                                  | 73.2               | 232             | 27.0             |
| Automotive products                         | 121                | 6,656            | 110                                   | 90.9                                  | 6,354            | 95.5                                  | 5,671            | 79.3                                  | 75.7               | 1,915           | 30.2             |
| Chemicals                                   | 32                 | 2,470            | 31                                    | 96.9                                  | 2,460            | 99.6                                  | 2,125            | 86.4                                  | 86.0               | 761             | 30.9             |
| Clothing and furnishings                    | 23                 | 1,499            | 22                                    | 95.7                                  | 1,450            | 96.7                                  | 1,367            | 94.3                                  | 91.2               | 234             | 16.1             |
| Coal  | 8                  | 148              | 8                                     | 100.0                                 | 148              | 100.0                                 | 54               | 36.5                                  | 36.5               | 71              | 48.0             |
| Drugs and drug sundries                     | 17                 | 3,924            | 12                                    | 70.6                                  | 5,762            | 97.3                                  | 5,468            | 94.9                                  | 92.3               | 920             | 16.0             |
| Dry goods                                   | 26                 | 3,185            | 24                                    | 92.3                                  | 3,133            | 98.4                                  | 2,915            | 93.1                                  | 91.6               | 531             | 16.0             |
| Electrical goods                            | 41                 | 3,717            | 39                                    | 95.1                                  | 3,622            | 97.4                                  | 2,911            | 80.4                                  | 78.3               | 834             | 23.0             |
| Farm products—raw material                  | 27                 | 6,005            | 17                                    | 63.0                                  | 5,483            | 91.3                                  | 1,081            | 19.7                                  | 18.0               | 364             | 6.6              |
| Farm products—consumer goods                | 191                | 31,822           | 158                                   | 82.7                                  | 27,646           | 86.7                                  | 21,060           | 76.2                                  | 66.1               | 4,088           | 14.8             |
| Farm supplies                               | 51                 | 6,287            | 45                                    | 88.2                                  | 5,921            | 94.2                                  | 4,048            | 69.4                                  | 64.4               | 1,055           | 17.8             |
| Furniture and house furnishings             | 25                 | 2,214            | 21                                    | 94.0                                  | 2,012            | 90.9                                  | 1,936            | 96.2                                  | 87.4               | 448             | 22.3             |
| Groceries and foods                         | 293                | 59,430           | 234                                   | 69.2                                  | 49,168           | 81.4                                  | 41,324           | 84.0                                  | 82.4               | 5,951           | 14.1             |
| Hardware                                    | 24                 | 8,558            | 24                                    | 100.0                                 | 8,558            | 100.0                                 | 6,898            | 80.6                                  | 80.0               | 1,782           | 20.8             |
| Jewelry and optical goods                   | 18                 | 1,129            | 15                                    | 83.3                                  | 794              | 70.3                                  | 753              | 94.8                                  | 66.7               | 205             | 25.8             |
| Lumber and building materials               | 57                 | 7,091            | 43                                    | 75.4                                  | 4,071            | 57.4                                  | 3,603            | 88.5                                  | 50.8               | 958             | 23.5             |
| Machinery, equipment and supplies           | 155                | 10,753           | 141                                   | 91.0                                  | 10,099           | 93.9                                  | 8,788            | 87.0                                  | 81.7               | 2,503           | 24.8             |
| Metals (except scrap)                       | 12                 | 1,254            | 7                                     | 55.3                                  | 519              | 44.3                                  | 507              | 96.9                                  | 73.5               | 220             | 24.0             |
| Paper and its products                      | 26                 | 4,111            | 26                                    | 100.0                                 | 4,111            | 100.0                                 | 4,084            | 99.3                                  | 99.2               | 856             | 20.8             |
| Petroleum and its products                  | 17                 | 1,295            | 11                                    | 64.7                                  | 1,104            | 85.3                                  | 697              | 63.1                                  | 53.8               | 238             | 21.6             |
| Plumbing and heating equipment and supplies | 15                 | 1,589            | 14                                    | 93.3                                  | 1,353            | 85.1                                  | 1,024            | 75.7                                  | 64.4               | 333             | 24.6             |
| Tobacco and its products                    | 19                 | 5,580            | 12                                    | 63.2                                  | 4,351            | 78.0                                  | 2,420            | 55.6                                  | 43.4               | 233             | 5.4              |
| Waste materials                             | 33                 | 1,540            | 19                                    | 50.0                                  | 1,083            | 70.3                                  | 801              | 85.2                                  | 86.5               | 235             | 26.1             |
| All other kinds of business                 | 84                 | 5,342            | 59                                    | 70.2                                  | 3,562            | 66.7                                  | 2,405            | 67.5                                  | 45.0               | 939             | 26.4             |
| <b>ALL OTHER TYPES</b>                      |                    |                  |                                       |                                       |                  |                                       |                  |                                       |                    |                 |                  |
| <b>Total</b>                                | <b>1,369</b>       | <b>259,722</b>   | <b>994</b>                            | <b>72.6</b>                           | <b>149,554</b>   | <b>57.6</b>                           | <b>116,984</b>   | <b>78.2</b>                           | <b>45.0</b>        | <b>26,569</b>   | <b>17.7</b>      |
| Amusement and sporting goods                | 11                 | 1,822            | 5                                     | 45.5                                  | 805              | 44.2                                  | 470              | 58.3                                  | 25.8               | 200             | 24.8             |
| Automotive products                         | 14                 | 4,223            | 20                                    | 95.2                                  | 4,128            | 97.8                                  | 3,880            | 94.0                                  | 91.9               | 796             | 19.3             |
| Chemicals                                   | 36                 | 5,259            | 28                                    | 77.8                                  | 3,977            | 75.6                                  | 3,887            | 97.7                                  | 73.9               | 842             | 21.2             |
| Clothing and furnishings                    | 14                 | (X)              | 12                                    | (X)                                   | (X)              | (X)                                   | (X)              | (X)                                   | (X)                | (X)             | (X)              |
| Coal  | 4                  | 618              | 4                                     | 100.0                                 | 618              | 100.0                                 | 618              | 100.0                                 | 100.0              | 108             | 17.6             |
| Drugs and drug sundries                     | 14                 | 2,561            | 8                                     | 57.1                                  | 970              | 37.9                                  | 968              | 99.8                                  | 37.8               | 273             | 28.1             |
| Dry goods                                   | 14                 | 568              | 8                                     | 57.1                                  | 292              | 49.7                                  | 284              | 97.3                                  | 48.3               | 28              | 9.6              |
| Electrical goods                            | 27                 | 3,320            | 22                                    | 81.5                                  | 3,192            | 96.1                                  | 3,075            | 96.3                                  | 92.6               | 363             | 11.4             |
| Farm products—raw material                  | 165                | 19,826           | 91                                    | 55.2                                  | 5,528            | 27.9                                  | 1,801            | 32.6                                  | 9.1                | 341             | 6.2              |
| Farm products—consumer goods                | 217                | 79,908           | 107                                   | 49.3                                  | 23,548           | 29.5                                  | 18,003           | 76.5                                  | 25.5               | 6,710           | 28.5             |
| Farm supplies                               | 39                 | 6,204            | 34                                    | 82.8                                  | 4,996            | 80.5                                  | 4,205            | 84.2                                  | 67.6               | 1,939           | 39.9             |
| Furniture and house furnishings             | 19                 | 1,259            | 18                                    | 94.7                                  | 1,805            | 95.7                                  | 1,197            | 99.3                                  | 95.1               | 250             | 20.7             |
| General merchandise                         | 6                  | 311              | 1                                     | 16.7                                  | 40               | 12.9                                  | 40               | 100.0                                 | 12.9               | 1               | 2.5              |
| Groceries and foods                         | 130                | 52,794           | 81                                    | 62.3                                  | 32,163           | 60.9                                  | 27,111           | 84.3                                  | 51.4               | 3,717           | 11.6             |
| Hardware                                    | 9                  | (X)              | 7                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)                                   | (X)                | (X)             | (X)              |
| Jewelry and optical goods                   | 6                  | (X)              | 5                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)                                   | (X)                | (X)             | (X)              |
| Lumber and building materials               | 23                 | 8,067            | 24                                    | 92.8                                  | 4,745            | 58.6                                  | 4,223            | 89.0                                  | 53.3               | 325             | 6.8              |
| Machinery, equipment and supplies           | 93                 | 7,351            | 88                                    | 94.6                                  | 7,332            | 99.7                                  | 7,003            | 95.9                                  | 95.6               | 1,562           | 21.3             |
| Metals (except scrap)                       | 21                 | 4,105            | 17                                    | 81.0                                  | 3,728            | 90.8                                  | 3,716            | 99.7                                  | 90.3               | 416             | 11.2             |
| Paper and its products                      | 11                 | 1,640            | 8                                     | 72.7                                  | 1,549            | 94.5                                  | 1,548            | 99.9                                  | 94.4               | 225             | 14.5             |
| Petroleum and its products                  | 443                | 45,152           | 368                                   | 86.2                                  | 39,837           | 88.2                                  | 24,974           | 62.7                                  | 55.3               | 5,899           | 17.3             |
| Plumbing and heating equipment              | 13                 | (X)              | 11                                    | (X)                                   | (X)              | (X)                                   | (X)              | (X)                                   | (X)                | (X)             | (X)              |
| Tobacco and its products                    | 3                  | 2,822            | 1                                     | 33.3                                  | 1,052            | 39.2                                  | 1,015            | 96.5                                  | 36.0               | 145             | 13.8             |
| All other products                          | 34                 | 8,746            | 21                                    | 61.8                                  | 7,082            | 81.0                                  | 6,306            | 89.0                                  | 72.1               | 822             | 11.6             |

## WHOLESALE DISTRIBUTION: 1933

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Table 5.—STATE OF WASHINGTON DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosure of data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS        | ALL ESTABLISHMENTS |           |                |  | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES           |           |  |                |                          |  |  |                                      |  |
|--|--------------------|-----------|----------------|--|--|-----------|--|----------------|--------------------------|--|--|--------------------------------------|--|
|  | Number             | Net sales | Total expenses | Number of est-<br>tab-<br>lish-<br>ments | Per-<br>cent<br>of total<br>for kind<br>of busi-<br>ness | Net sales | Per-<br>cent<br>of total<br>for kind<br>of busi-<br>ness | Total expenses |                          | Sales to<br>retailers<br>for<br>resale | Sales to<br>home<br>con-<br>sumers<br>(at<br>retail) | Sales to<br>indus-<br>trial<br>users | Sales to<br>whole-<br>sale<br>organi-<br>zations |
|  |                    |           |                |  |  |           |  | Amount         | Per-<br>cent<br>of sales |  |  |                                      |  |
| Total for State                                  | 2,714              | \$439,259 | \$63,407       | 2,228                                    | 82.1   | \$373,650 | 85.1   | \$52,707       | 14.5                     | \$239,383                              | \$8,544  | \$77,652                             | \$48,071   |
| WHOLESALE PROPER                                 |                    |           |                |  |  |           |  |                |                          |  |  |                                      |  |
| Total  | 1,345              | 179,537   | 29,606         | 1,246                                    | 92.6   | 163,892   | 91.3   | 26,874         | 16.4                     | 123,987                                | 5,013  | 29,499                               | 5,493  |
| Amusement and sporting goods                     | 23                 | 898       | 259            | 21                                       | 91.3   | 813       | 90.5   | 222            | 27.3                     | 509                                    | 65   | 237                                  | 2  |
| Automotive products                              | 121                | 6,656     | 2,005          | 119                                      | 99.3   | 6,429     | 96.6   | 1,959          | 30.5                     | 5,278                                  | 407  | 686                                  | 63   |
| Chemicals  | 32                 | 2,470     | 766            | 31                                       | 96.9   | 2,226     | 90.1   | 654            | 29.4                     | 877                                    | 115  | 1,189                                | 45   |
| Clothing and furnishings                         | 83                 | 1,499     | 243            | 23                                       | 100.0  | 1,499     | 100.0  | 243            | 16.2                     | 1,401                                  | -  | -                                    | 98   |
| Coal   | 8                  | 148       | 71             | 6  | 75.0   | 105       | 70.9   | 60             | 57.1                     | 68                                     | 34   | -                                    | 3  |
| Drugs and drug sundries                          | 17                 | 5,924     | 961            | 14                                       | 82.4   | 4,922     | 83.0   | 365            | 15.0                     | 2,379                                  | 42   | 37                                   | 15   |
| Dry goods  | 26                 | 3,185     | 510            | 25                                       | 96.2   | 3,141     | 94.6   | 505            | 16.1                     | 2,668                                  | 19   | 447                                  | 7  |
| Electrical goods                                 | 41                 | 3,717     | 954            | 40                                       | 97.6   | 3,716     | 99.9   | 933            | 25.1                     | 2,612                                  | 75   | 1,000                                | 29   |
| Farm products—raw materials                      | 27                 | 6,005     | 407            | 20                                       | 74.1   | 5,862     | 97.6   | 392            | 6.7                      | 575                                    | 256  | 4,494                                | 537  |
| Farm products—consumer goods                     | 191                | 31,882    | 4,624          | 175                                      | 91.6   | 29,075    | 91.2   | 4,354          | 15.0                     | 25,512                                 | 1,194  | 1,178                                | 1,201  |
| Farm supplies                                    | 51                 | 6,287     | 1,085          | 37                                       | 72.5   | 5,597     | 89.0   | 920            | 14.4                     | 4,218                                  | 765  | 460                                  | 134  |
| Furniture and house furnishings                  | 25                 | 2,214     | 510            | 25                                       | 100.0  | 2,214     | 100.0  | 510            | 23.0                     | 2,139                                  | 33   | 42                                   | -  |
| Groceries and foods                              | 295                | 60,430    | 7,899          | 297                                      | 97.3   | 57,062    | 94.4   | 7,468          | 13.1                     | 51,378                                 | 995  | 2,019                                | 2,370  |
| Hardware   | 24                 | 8,558     | 1,782          | 22                                       | 91.7   | 6,956     | 81.3   | 1,419          | 20.4                     | 4,536                                  | 168  | 1,981                                | 271  |
| Jewelry and optical goods                        | 18                 | 1,129     | 249            | 17                                       | 94.4   | 944       | 74.8   | 224            | 24.5                     | 829                                    | 14   | -                                    | 1  |
| Lumber and building materials                    | 57                 | 7,091     | 1,062          | 45                                       | 78.9   | 5,979     | 84.3   | 788            | 13.2                     | 2,944                                  | 160  | 2,666                                | 209  |
| Machinery, equipment and supplies                | 155                | 10,783    | 2,650          | 144                                      | 92.9   | 10,127    | 94.2   | 2,481          | 24.5                     | 2,131                                  | 338  | 7,415                                | 243  |
| Metals (except scrap)                            | 21                 | 1,234     | 254            | 10                                       | 83.3   | 1,116     | 90.4   | 238            | 21.5                     | 57                                     | 5  | 1,052                                | 2  |
| Peper and its products                           | 26                 | 4,251     | 966            | 25                                       | 96.2   | 4,047     | 94.4   | 317            | 20.2                     | 2,783                                  | 64   | 1,200                                | -  |
| Petroleum and its products                       | 17                 | 1,295     | 253            | 13                                       | 76.5   | 956       | 73.8   | 165            | 17.3                     | 793                                    | 20   | 122                                  | 21   |
| Plumbing and heating equip-<br>ment and supplies | 15                 | 1,589     | 407            | 13                                       | 86.7   | 1,283     | 80.7   | 329            | 25.6                     | 702                                    | 41   | 530                                  | 10   |
| Tobacco and its products                         | 19                 | 5,580     | 286            | 19                                       | 100.0  | 5,580     | 100.0  | 286            | 5.1                      | 5,499                                  | 41   | 36                                   | 4  |
| Waste materials                                  | 38                 | 1,940     | 328            | 31                                       | 81.6   | 1,492     | 96.9   | 316            | 21.2                     | 551                                    | 100  | 696                                  | 145  |
| All other kinds of business                      | 84                 | 5,342     | 1,225          | 84                                       | 100.0  | 5,342     | 100.0  | 1,225          | 22.9                     | 3,195                                  | 52   | 2,012                                | 83   |
| ALL OTHER TYPES                                  |                    |           |                |  |  |           |  |                |                          |  |  |                                      |  |
| Total  | 1,369              | 259,722   | 33,801         | 982                                      | 71.7   | 209,758   | 80.6   | 25,833         | 12.3                     | 115,496                                | 3,531  | 48,153                               | 42,576   |
| Amusement and sporting goods                     | 11                 | 1,822     | 476            | 4  | 36.4   | 483       | 26.5   | 124            | 25.7                     | 137                                    | -  | 337                                  | 9  |
| Automotive products                              | 21                 | 4,223     | 800            | 18                                       | 85.7   | 3,988     | 92.1   | 737            | 19.0                     | 2,895                                  | 95   | 779                                  | 121  |
| Chemicals  | 36                 | 5,259     | 984            | 32                                       | 89.9   | 4,630     | 88.5   | 785            | 21.8                     | 1,774                                  | 104  | 1,480                                | 246  |
| Clothing and furnishings                         | 14                 | (X)       | (X)            | (X)                                      | (X)  | (X)       | (X)  | (X)            | (X)                      | (X)                                    | (X)  | (X)                                  | (X)  |
| Coal   | 4                  | 618       | 108            | 4  | 100.0  | 618       | 100.0  | 108            | 17.5                     | 401                                    | (X)  | (X)                                  | 1  |
| Drugs and drug sundries                          | 14                 | 2,561     | 304            | 13                                       | 92.9   | 2,560     | 99.9   | 303            | 11.8                     | 2,144                                  | 20   | 73                                   | 323  |
| Dry goods  | 14                 | 568       | 83             | 14                                       | 100.0  | 568       | 100.0  | 83             | 14.1                     | 293                                    | -  | 258                                  | 49   |
| Electrical goods                                 | 27                 | 3,320     | 390            | 22                                       | 81.5   | 2,985     | 89.9   | 324            | 10.9                     | 446                                    | 2  | 2,245                                | 292  |
| Farm products—raw materials                      | 165                | 19,826    | 610            | 138                                      | 83.6   | 15,624    | 78.8   | 641            | 4.1                      | 181                                    | 651  | 11,924                               | 2,868  |
| Farm products—consumer goods                     | 29                 | 79,308    | 10,103         | 182                                      | 83.9   | 70,671    | 88.4   | 9,396          | 13.3                     | 53,427                                 | 807  | 2,305                                | 14,132   |
| Farm supplies                                    | 217                | 6,204     | 2,024          | 27                                       | 93.1   | 5,585     | 90.0   | 1,994          | 35.7                     | 653                                    | 79   | 4,814                                | 39   |
| Furniture and house furnishings                  | 19                 | 1,259     | 253            | 17                                       | 89.5   | 1,077     | 86.4   | 151            | 15.3                     | 847                                    | -  | 101                                  | 39   |
| General merchandise                              | 6                  | 311       | 13             | 4  | 66.7   | 252       | 81.0   | 9              | 3.6                      | 1                                      | -  | 248                                  | 5  |
| Groceries and foods                              | 130                | 52,794    | 4,440          | 119                                      | 91.5   | 50,216    | 95.3   | 4,307          | 8.6                      | 28,074                                 | 855  | 2,864                                | 18,523   |
| Hardware   | 9                  | (X)       | (X)            | (X)                                      | (X)  | (X)       | (X)  | (X)            | (X)                      | (X)                                    | (X)  | (X)                                  | (X)  |
| Jewelry and optical goods                        | 6                  | (X)       | (X)            | (X)                                      | (X)  | (X)       | (X)  | (X)            | (X)                      | (X)                                    | (X)  | (X)                                  | (X)  |
| Lumber and building materials                    | 29                 | 8,067     | 377            | 22                                       | 75.9   | 7,284     | 90.3   | 201            | 2.8                      | 3,137                                  | -  | 3,137                                | 1,010  |
| Machinery, equipment and supplies                | 93                 | 7,351     | 1,573          | 80                                       | 86.0   | 4,777     | 65.0   | 1,262          | 26.4                     | 845                                    | 180  | 3,352                                | 420  |
| Metals (except scrap)                            | 21                 | 4,105     | 447            | 14                                       | 66.7   | 2,940     | 71.6   | 352            | 12.0                     | 1,340                                  | 550  | 821                                  | 229  |
| Peper and its products                           | 11                 | 1,640     | 252            | 9  | 81.8   | 1,530     | 93.3   | 235            | 15.4                     | 529                                    | 6  | 995                                  | 6  |
| Petroleum and its products                       | 443                | 45,152    | 8,557          | 190                                      | 42.9   | 20,690    | 45.8   | 3,106          | 15.0                     | 14,799                                 | 182  | 4,520                                | 1,189  |
| Plumbing and heating equip-<br>ment and supplies | 13                 | (X)       | (X)            | (X)                                      | (X)  | (X)       | (X)  | (X)            | (X)                      | (X)                                    | (X)  | (X)                                  | (X)  |
| Tobacco and its products                         | 3                  | 2,822     | 183            | 3  | 100.0  | 2,822     | 100.0  | 183            | 6.7                      | 106                                    | -  | -                                    | 2,716  |
| All other products                               | 34                 | 8,746     | 1,062          | 32                                       | 94.1   | 8,538     | 97.6   | 1,007          | 11.8                     | 1,351                                  | 8  | 7,170                                | 9  |

BUREAU OF THE CENSUS

WHOLESALE DISTRIBUTION: 1933  
Table 6.—STATES OF MIDDLEWEST MONTHLY EMPLOYMENT, BY KIND OF BUSINESS  
For States and Cities of 500,000 Population and Over

| State and City<br>Kind of Business                            | NUMBER AND PROPORTION<br>OF MEN AND WOMEN<br>EMPLOYED |        | Employ-<br>ment<br>ratio to<br>average | NUMBER OF EMPLOYEES—By MONTHS |              |               |        |        |        |        |        |        |                     |              |                              | No-<br>vem-<br>ber | De-<br>cem-<br>ber |
|---|---|--------|--|-------------------------------|--------------|---------------|--------|--------|--------|--------|--------|--------|---------------------|--------------|------------------------------|--------------------|--------------------|
|   | Pro-<br>duc-<br>tors<br>and<br>man-<br>agers          | Men    |  | Women                         | Jan-<br>uary | Feb-<br>ruary | March  | April  | May    | June   | July   | August | Sep-<br>tem-<br>ber | Octo-<br>ber |                              |                    |                    |
|   |   |        |  |                               |              |               |        |        |        |        |        |        |                     |              | Average<br>of em-<br>ployees |                    |                    |
| Total   | 1,098   | 18,751 | 4,016 21.4                             | 19,288                        | 17,799       | 17,645        | 17,674 | 17,927 | 18,540 | 19,006 | 19,784 | 19,807 | 20,816              | 21,667       | 20,872                       | 19,871             |                    |
| Amusement and sporting goods.....                             | 10  | 143    | 96 60.8                                | 211                           | 219          | 217           | 215    | 213    | 209    | 211    | 222    | 224    | 222                 | 225          | 228                          | 229                | 229                |
| Automotive products.....                                      | 71  | 940    | 129 12.1                               | 932                           | 932          | 932           | 932    | 932    | 932    | 932    | 932    | 932    | 932                 | 932          | 932                          | 932                | 932                |
| Chemicals.....  | 20  | 432    | 66 12.7                                | 468                           | 468          | 471           | 457    | 463    | 459    | 460    | 453    | 453    | 452                 | 452          | 452                          | 452                | 452                |
| Clothing and furnishings.....                                 | 28  | 371    | 32 80.7                                | 371                           | 371          | 371           | 371    | 371    | 371    | 371    | 371    | 371    | 371                 | 371          | 371                          | 371                | 371                |
| Coal.....   | 4   | 35     | 3 13.4                                 | 35                            | 35           | 35            | 35     | 35     | 35     | 35     | 35     | 35     | 35                  | 35           | 35                           | 35                 | 35                 |
| Drugs and drug sundries.....                                  | 14  | 232    | 72 19.7                                | 232                           | 232          | 232           | 232    | 232    | 232    | 232    | 232    | 232    | 232                 | 232          | 232                          | 232                | 232                |
| Dry goods.....  | 16  | 184    | 64 28.0                                | 184                           | 184          | 184           | 184    | 184    | 184    | 184    | 184    | 184    | 184                 | 184          | 184                          | 184                | 184                |
| Electrical goods.....   | 33  | 378    | 106 22.0                               | 442                           | 414          | 420           | 425    | 425    | 425    | 425    | 425    | 425    | 425                 | 425          | 425                          | 425                | 425                |
| Farm products—raw materials.....                              | 67  | 513    | 98 10.2                                | 522                           | 522          | 522           | 522    | 522    | 522    | 522    | 522    | 522    | 522                 | 522          | 522                          | 522                | 522                |
| Farm products—consumer goods.....                             | 206   | 5,070  | 1,531 25.2                             | 4,920                         | 4,327        | 4,326         | 4,326  | 4,326  | 4,326  | 4,326  | 4,326  | 4,326  | 4,326               | 4,326        | 4,326                        | 4,326              | 4,326              |
| Farm supplies.....  | 40  | 386    | 163 25.7                               | 425                           | 425          | 425           | 425    | 425    | 425    | 425    | 425    | 425    | 425                 | 425          | 425                          | 425                | 425                |
| Furniture and house furnishings.....                          | 16  | 208    | 72 25.6                                | 171                           | 169          | 170           | 169    | 169    | 169    | 169    | 169    | 169    | 169                 | 169          | 169                          | 169                | 169                |
| General merchandise.....                                      | 2   | 7      | 1 10.0                                 | 7                             | 7            | 7             | 7      | 7      | 7      | 7      | 7      | 7      | 7                   | 7            | 7                            | 7                  | 7                  |
| Groceries and foods<br>(except farm products).....            | 211   | 3,505  | 652 18.5                               | 3,527                         | 3,505        | 3,523         | 3,523  | 3,523  | 3,523  | 3,523  | 3,523  | 3,523  | 3,523               | 3,523        | 3,523                        | 3,523              | 3,523              |
| Hardware.....   | 6   | 672    | 120 15.2                               | 697                           | 694          | 697           | 702    | 702    | 702    | 702    | 702    | 702    | 702                 | 702          | 702                          | 702                | 702                |
| Jewelry and optical goods.....                                | 12  | 93     | 30 24.0                                | 112                           | 105          | 106           | 107    | 106    | 106    | 106    | 106    | 106    | 106                 | 106          | 106                          | 106                | 106                |
| Lumber and building materials.....                            | 40  | 659    | 62 8.8                                 | 641                           | 641          | 641           | 641    | 641    | 641    | 641    | 641    | 641    | 641                 | 641          | 641                          | 641                | 641                |
| Machinery, equipment and supplies<br>(except electrical)..... | 119   | 1,305  | 230 16.2                               | 1,331                         | 1,331        | 1,331         | 1,331  | 1,331  | 1,331  | 1,331  | 1,331  | 1,331  | 1,331               | 1,331        | 1,331                        | 1,331              | 1,331              |
| Metals (except brass).....                                    | 8   | 179    | 17 8.7                                 | 182                           | 179          | 172           | 178    | 178    | 178    | 178    | 178    | 178    | 178                 | 178          | 178                          | 178                | 178                |
| Paper and its products.....                                   | 14  | 293    | 59 16.6                                | 320                           | 320          | 323           | 323    | 323    | 323    | 323    | 323    | 323    | 323                 | 323          | 323                          | 323                | 323                |
| Petroleum and its products.....                               | 32  | 2,224  | 107 4.6                                | 2,112                         | 2,098        | 2,089         | 2,089  | 2,089  | 2,089  | 2,089  | 2,089  | 2,089  | 2,089               | 2,089        | 2,089                        | 2,089              | 2,089              |
| Plumbing and heating equipment and<br>supplies.....           | 10  | 216    | 33 13.1                                | 219                           | 219          | 219           | 219    | 219    | 219    | 219    | 219    | 219    | 219                 | 219          | 219                          | 219                | 219                |
| Tobacco and its products.....                                 | 10  | 127    | 17 11.7                                | 130                           | 130          | 130           | 130    | 130    | 130    | 130    | 130    | 130    | 130                 | 130          | 130                          | 130                | 130                |
| Waste materials.....  | 37  | 151    | 22 12.6                                | 151                           | 151          | 151           | 151    | 151    | 151    | 151    | 151    | 151    | 151                 | 151          | 151                          | 151                | 151                |
| All other products.....                                       | 88  | 682    | 182 21.1                               | 700                           | 700          | 700           | 700    | 700    | 700    | 700    | 700    | 700    | 700                 | 700          | 700                          | 700                | 700                |

WHOLESALE DISTRIBUTION, 1933

Table 7.—STATE OF WASHINGTON WHOLESALE MERCHANTS AND MANUFACTURERS' SALES BRANCHES, BY SIZE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

| Type of Enterprise<br>Kind of Business                | Total                       |                                   |  |                             |                                   |  |                             |                                   |  |                             |                                   |  |                             |                                   |  |      |      |      |
|---|-----------------------------|-----------------------------------|--|-----------------------------|-----------------------------------|--|-----------------------------|-----------------------------------|--|-----------------------------|-----------------------------------|--|-----------------------------|-----------------------------------|--|------|------|------|
|   | Under \$10,000              |                                   | \$10,000 to \$49,999                           |                             | \$50,000 to \$99,999              |  | \$100,000 to \$199,999      |                                   | \$200,000 to \$499,999                         |                             | \$500,000 to \$999,999            |  | \$1,000,000 and over        |                                   |  |      |      |      |
|   | Num-ber of estab-lish-ments | Full-time em-ploy-ees (aver- age) | Full-time em-ploy-ees (per cent. of net sales) | Num-ber of estab-lish-ments | Full-time em-ploy-ees (aver- age) | Full-time em-ploy-ees (per cent. of net sales) | Num-ber of estab-lish-ments | Full-time em-ploy-ees (aver- age) | Full-time em-ploy-ees (per cent. of net sales) | Num-ber of estab-lish-ments | Full-time em-ploy-ees (aver- age) | Full-time em-ploy-ees (per cent. of net sales) | Num-ber of estab-lish-ments | Full-time em-ploy-ees (aver- age) | Full-time em-ploy-ees (per cent. of net sales) |      |      |      |
| <b>WHOLESALE MERCHANTS</b>                            |                             |                                   |  |                             |                                   |  |                             |                                   |  |                             |                                   |  |                             |                                   |  |      |      |      |
| Amusement and sporting goods                          | 1                           | 1,245                             | 150  | 34.6                        | 455                               | 1,455  | 24.8                        | 202                               | 1,196  | 23.0                        | 117                               | 2,110  | 17.0                        | 43                                | 1,614  | 16.2 |      |      |
| Automotive products                                   | 22                          | 66                                | 29.1   | 10                          | 9                                 | 46.3   | 4                           | 22                                | 23.0   | 2                           | 22                                | 25.4   | 1                           | 51                                | 26.6   | —    |      |      |
| Chemicals   | 13                          | 251                               | 30.1   | 18                          | 11                                | 40.2   | 5                           | 19                                | 35.8   | 3                           | 16                                | 30.5   | 5                           | 30                                | 31.1   | —    |      |      |
| Clothing and furnishings                              | 23                          | 8                                 | 23.6   | 7                           | 1                                 | 13.3   | 3                           | 37                                | 20.9   | 1                           | 2                                 | 27.1   | 2                           | 24                                | 11.3   | —    |      |      |
| Coal  | 8                           | 28                                | 48.1   | 3                           | 2                                 | 48.1   | 1                           | —                                 | —  | —                           | —                                 | —  | —                           | —                                 | —  | —    |      |      |
| Drugs and drug supplies                               | 26                          | 334                               | 116.0  | 4                           | 13                                | 35.8   | 5                           | 19                                | 32.4   | 4                           | 26                                | 13.0   | 2                           | 17                                | 17.0   | —    |      |      |
| Electrical goods                                      | 2                           | 2,482                             | 261.1  | 8                           | 2,482                             | 15   | 38                          | 23.8                              | 6  | 24                          | 23.8                              | 4  | 105                         | 21.7                              | 2  | 70   | 17.5 |      |
| Farm products—raw materials                           | 126                         | 85                                | 6.1  | 15                          | 1                                 | 20.7   | 3                           | 17                                | 11.3   | 3                           | 17                                | 7.6  | 4                           | 1                                 | 20   | 17.7 |      |      |
| Farm products—consumer goods                          | 151                         | 543                               | 17.3   | 11                          | 14                                | 12.6   | 20                          | 36                                | 16.8   | 10                          | 13                                | 88   | 16.3                        | 5                                 | 32   | 9.1  |      |      |
| Furniture and house furnishings                       | 23                          | 117                               | 23.1   | 4                           | 2                                 | 38.5   | 8                           | 14                                | 17.0   | 4                           | 17                                | 18.4   | 6                           | 28                                | 21.8   | 1    | 24   | 16.2 |
| General merchandise                                   | 21                          | 2,693                             | 171  | 6                           | 30                                | 84.5   | 1                           | 62                                | 29.1   | 40                          | 30                                | 14.4   | 48                          | 147                               | 14   | —    |      |      |
| Meats and foods (except farm products)                | 224                         | 74                                | 20.6   | 6                           | 2                                 | 39.3   | 6                           | 21                                | 36.2   | 3                           | 19                                | 30.6   | 1                           | 105                               | 21.0   | —    |      |      |
| Shoes   | 18                          | 69                                | 22.1   | 6                           | 2                                 | 39.3   | 6                           | 21                                | 36.2   | 3                           | 19                                | 30.6   | 1                           | 17                                | 37.6   | 2    | 70   | 13.0 |
| Jewelry and optical goods                             | 46                          | 370                               | 25.7   | 5                           | 4                                 | 35.7   | 22                          | 104                               | 39.1   | 4                           | 30                                | 26.6   | 11                          | 216                               | 35.4   | 4    | 136  | 8.1  |
| Lumber and building materials                         | 165                         | 826                               | 24.5   | 35                          | 22                                | 37.2   | 67                          | 166                               | 22.7   | 22                          | 127                               | 26.7   | 17                          | 234                               | 25.9   | 12   | 182  | 25.6 |
| Machinery, equipment and supplies (except electrical) | 34                          | 204                               | 25.0   | 5                           | 2                                 | 35.2   | 4                           | 20                                | 35.4   | 2                           | 30                                | 16.4   | 2                           | 45                                | 25.7   | 2    | 55   | 25.8 |
| Metals (except ferrous)                               | 15                          | 126                               | 25.6   | 6                           | 5                                 | 43.0   | 3                           | 6                                 | 38.2   | 2                           | 7                                 | 35.6   | 3                           | 7                                 | 35.6   | 2    | 6    | 35.6 |
| Petroleum and its products                            | 16                          | 136                               | 25.6   | 6                           | 5                                 | 43.0   | 3                           | 6                                 | 38.2   | 2                           | 7                                 | 35.6   | 3                           | 7                                 | 35.6   | 2    | 6    | 35.6 |
| Printing and heating equipment & supplies             | 7                           | 1                                 | —  | —                           | —                                 | —  | —                           | —                                 | —  | —                           | —                                 | —  | —                           | —                                 | —  | —    | —    | —    |
| Radio and television sets (except lease)              | 13                          | 135                               | 24.6   | 14                          | 4                                 | 20.8   | 15                          | 3                                 | 20.9   | 4                           | 4                                 | 33.6   | 4                           | 4                                 | 33.6   | 4    | 4    | 33.6 |
| Raw materials   | 37                          | 433                               | 22.2   | 17                          | 12                                | 26.2   | 33                          | 69                                | 22.6   | 11                          | 69                                | 18.6   | 10                          | 99                                | 21.4   | 4    | 178  | 38.3 |
| All other products                                    | 287                         | 2,903                             | 130.3  | 24                          | 19                                | 27.9   | 74                          | 221                               | 34.0   | 45                          | 242                               | 27.0   | 48                          | 551                               | 26.3   | 35   | 659  | 22.7 |
| <b>MANUFACTURERS' SALES BRANCHES WITH STOCKS</b>      |                             |                                   |  |                             |                                   |  |                             |                                   |  |                             |                                   |  |                             |                                   |  |      |      |      |
| Amusement and sporting goods                          | 15                          | 215                               | 24.3   | 2                           | 11                                | —  | —                           | 0                                 | 41.1   | 3                           | 39                                | 34.7   | 2                           | 38                                | 17.6   | —    |      |      |
| Automotive products                                   | 28                          | 13                                | 22.4   | 2                           | 2                                 | 39.9   | 12                          | 39                                | 50.3   | 4                           | 20                                | 33.5   | 5                           | 37                                | 23.8   | —    |      |      |
| Chemicals   | 5                           | 13                                | 34.2   | 1                           | 1                                 | —  | —                           | —                                 | —  | —                           | —                                 | —  | —                           | —                                 | —  | —    |      |      |
| Clothing and furnishings                              | 6                           | 4                                 | 21.6   | 1                           | 14                                | —  | —                           | 2                                 | 51.7   | 1                           | 6                                 | 14.5   | 1                           | 7                                 | 7.5  | —    |      |      |
| Drugs and drug supplies                               | 9                           | 96                                | 111.8  | 3                           | 2                                 | 22.2   | 2                           | 6                                 | 26.7   | 1                           | 14                                | 24.6   | —                           | —                                 | —  | —    |      |      |
| Electrical goods                                      | 11                          | 51                                | 35.0   | 2                           | 3                                 | 41.7   | 2                           | 9                                 | 32.7   | 8                           | 10                                | 16.5   | 2                           | 105                               | 80.6   | 2    | 308  | 33.2 |
| Farm products—raw materials                           | 49                          | 690                               | 25.6   | —                           | —                                 | —  | —                           | 3                                 | 31.3   | 13                          | 8                                 | 20.4   | 1                           | 21                                | 46.4   | —    |      |      |
| Farm products—consumer goods                          | 4                           | 23                                | 24.9   | —                           | —                                 | —  | —                           | 2                                 | 6  | 24.6                        | —                                 | —  | 12                          | 17                                | 23.5   | —    |      |      |
| Furniture and house furnishings                       | 4                           | 22                                | 25.9   | —                           | —                                 | —  | —                           | 5                                 | 75.5   | —                           | —                                 | —  | 4                           | 14.2                              | 1  | 13   | 23.0 |      |
| General merchandise                                   | 60                          | 440                               | 30.8   | 6                           | 5                                 | 24.9   | 26                          | 89                                | 34.0   | 11                          | 93                                | 32.8   | 4                           | 121                               | 29.6   | —    |      |      |
| Meats and foods (except farm products)                | 14                          | 67                                | 111.6  | 3                           | 2                                 | 30.8   | 1                           | —                                 | —  | —                           | —                                 | —  | 4                           | 12                                | 11.6   | 4    | 43   | 16.6 |
| Shoes   | 9                           | 16                                | 35.6   | —                           | —                                 | —  | —                           | —                                 | —  | —                           | —                                 | —  | —                           | —                                 | —  | —    |      |      |
| Jewelry and optical goods                             | 9                           | 176                               | 132.2  | 1                           | 1                                 | 25.0   | 3                           | 10                                | 59.6   | 2                           | 22                                | 23.1   | —                           | —                                 | —  | —    |      |      |
| All other kinds of business                           | 12                          | 176                               | 132.2  | 1                           | 1                                 | 25.0   | 3                           | 10                                | 59.6   | 2                           | 22                                | 23.1   | —                           | —                                 | —  | —    |      |      |

[Any (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals; a leader indicates no information or an amount less than \$500]

## WHOLESALE DISTRIBUTION: 1933

12-29-33  
 Census of  
 American  
 Business

Table 1.—STATE OF OREGON SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF<br>ESTABLISH-<br>MENTS |              | NET SALES        |                  | TOTAL EXPENSES  |                     |             | Full-<br>time<br>employees<br>(average) | PAY ROLL        |                        |               | Stocks<br>on<br>hand<br>(end<br>of<br>year) |
|---|----------------------------------|--------------|------------------|------------------|-----------------|---------------------|-------------|---|-----------------|------------------------|---------------|---|
|   | 1933                             | 1929         | 1933             | 1929             | Amount          | Percent<br>of sales |             |   | Amount          | Percent<br>of<br>sales | Part-<br>time |   |
|   |                                  |              |                  |                  |                 | 1933                | 1929        |   |                 |                        |               |   |
| <b>THE STATE</b>                        | <b>1,333</b>                     | <b>1,439</b> | <b>\$202,146</b> | <b>\$466,831</b> | <b>\$31,111</b> | <b>15.4</b>         | <b>11.1</b> | <b>9,705</b>                            | <b>\$14,511</b> | <b>7.2</b>             | <b>\$643</b>  | <b>\$26,402</b>                             |
| <b>Wholesalers proper</b>               | 717                              | 689          | 98,486           | 245,194          | 16,179          | 16.4                | 11.0        | 5,498                                   | 7,944           | 8.1                    | 402           | 17,537                                      |
| Wholesale merchants                     | 679                              | 652          | 92,018           | 182,436          | 15,809          | 17.2                | 13.6        | 5,367                                   | 7,739           | 8.4                    | 398           | 16,982                                      |
| Exporters                               | 4                                | 12           | 1,181            | 59,611           | 41              | 3.5                 | 1.9         | 9                                       | 21              | 1.8                    | -             | -   |
| Importers                               | 8                                | 10           | 2,556            | 2,843            | 147             | 5.8                 | 19.7        | 58                                      | 84              | 3.3                    | 2             | 355   |
| Limited function wholesalers            | 26                               | 15           | 2,731            | 9,304            | 182             | 6.7                 | 6.4         | 64                                      | 100             | 3.7                    | 2             | 200   |
| <b>Manufacturers' sales branches</b>    | 179                              | 193          | 42,750           | 80,065           | 6,225           | 14.6                | 11.3        | 1,813                                   | 2,980           | 7.0                    | 41            | 5,382                                       |
| With stocks                             | 153                              | -            | 36,867           | -                | 5,752           | 15.6                | -           | 1,663                                   | 2,740           | 7.4                    | 40            | 5,382                                       |
| Without stocks                          | 26                               | -            | 5,883            | -                | 473             | 8.0                 | -           | 150                                     | 240             | 4.1                    | 1             | -   |
| <b>Agents and brokers</b>               | 65                               | 211          | 19,195           | 66,301           | 696             | 3.6                 | 4.7         | 144                                     | 281             | 1.5                    | 33            | 146   |
| Brokers                                 | 21                               | 47           | 4,688            | 18,757           | 141             | 3.0                 | 2.9         | 25                                      | 48              | 1.0                    | 5             | 5   |
| Commission merchants                    | 15                               | 22           | 4,423            | (X)              | 167             | 3.8                 | (X)         | 42                                      | 66              | 1.5                    | 13            | 59  |
| Export agents                           | 5                                | 5            | 6,300            | 10,600           | 195             | 3.1                 | 1.6         | 26                                      | 74              | 1.2                    | 1             | -   |
| Manufacturers' agents                   | 40                               | 114          | 2,962            | 22,226           | 171             | 5.8                 | 6.2         | 46                                      | 80              | 2.7                    | 14            | 82  |
| Other agents                            | 4                                | 23           | 822              | (X)              | 22              | 2.7                 | (X)         | 5                                       | 13              | -                      | -             | -   |
| <b>All other types</b>                  | 352                              | 346          | 41,715           | 75,271           | 8,011           | 19.2                | 16.8        | 2,250                                   | 3,306           | 7.9                    | 167           | 3,337                                       |
| Bulk tank stations                      | 279                              | 150          | 28,480           | 34,525           | 5,845           | 19.8                | 18.6        | 1,350                                   | 2,561           | 8.4                    | 29            | 2,124                                       |
| Chain store warehouses                  | 7                                | 2            | 5,701            | (X)              | 338             | 5.9                 | (X)         | 107                                     | 169             | 3.0                    | 6             | 503   |
| Assemblers and country buyers           | 38                               | 129          | 3,119            | 23,005           | 976             | 31.3                | 5.4         | 282                                     | 350             | 11.2                   | 112           | 197   |
| Cooperative marketing<br>associations   | 22                               | 23           | 4,212            | 5,920            | 1,023           | 24.3                | 14.7        | 501                                     | 391             | 9.3                    | 17            | 480   |
| Elevators 1/                            | 5                                | 29           | (X)              | (X)              | (X)             | (X)                 | (X)         | (X)                                     | (X)             | (X)                    | (X)           | (X)   |
| Other types                             | 1                                | 13           | (X)              | (X)              | (X)             | (X)                 | (X)         | (X)                                     | (X)             | (X)                    | (X)           | (X)   |
| <b>PORTLAND</b>                         | 715                              | 667          | 149,044          | 363,432          | 21,743          | 14.6                | 11.0        | 6,842                                   | 10,544          | 7.1                    | 411           | 20,540                                      |
| <b>Wholesalers proper</b>               | 467                              | 487          | 78,565           | 217,197          | 13,532          | 17.2                | 10.9        | 4,537                                   | 6,704           | 8.5                    | 334           | 14,096                                      |
| Manufacturers' sales branches           | 153                              | 166          | 40,977           | 70,028           | 5,946           | 14.5                | 11.9        | 1,728                                   | 2,864           | 7.0                    | 42            | 5,346                                       |
| Agents and brokers                      | 72                               | 196          | 18,284           | 62,961           | 629             | 3.4                 | 4.7         | 123                                     | 248             | 1.4                    | 21            | 139   |
| All other types                         | 23                               | 18           | 11,218           | 33,246           | 1,636           | 14.6                | 21.9        | 454                                     | 728             | 6.5                    | 14            | 959   |

1/ Includes 1 cooperative elevator

WHOLESALE DISTRIBUTION, 1933

Census of American Business

TABLE 2A. - STATE OF OREGON

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS

FOR STATES AND SELECTED CITIES

| Kind of Business                          | Total        | Wholesale merchants limited function | Wholesale merchants with stocks | Mfg. sls. branches with stocks | Manufacturers' agents | All other types 1/ | Kind of Business                                      | Total | Wholesale merchants limited function | Wholesale merchants with stocks | Mfg. sls. branches with stocks | Manufacturers' agents | All other types 1/ |    |
|---|--------------|--------------------------------------|---------------------------------|--------------------------------|-----------------------|--------------------|---|-------|--------------------------------------|---------------------------------|--------------------------------|-----------------------|--------------------|----|
|   |              |                                      |                                 |                                |                       |                    |   |       |                                      |                                 |                                |                       |                    |    |
| <b>Total</b>                              | <b>1,333</b> | <b>679</b>                           | <b>26</b>                       | <b>153</b>                     | <b>26</b>             | <b>409</b>         |   |       |                                      |                                 |                                |                       |                    |    |
| Amusement and sporting goods              | 15           | 9                                    | -                               | 4                              | 2                     | -                  | Farm supplies   | 36    | 24                                   | -                               | 1                              | -                     | 1                  | 10 |
| Moving picture films                      | 7            | 1                                    | -                               | 4                              | 2                     | -                  | Feed  | 22    | 14                                   | -                               | -                              | -                     | 1                  | 7  |
| Sporting goods (general line)             | 3            | 3                                    | -                               | -                              | -                     | -                  | Fertilizer  | 1     | 1                                    | -                               | -                              | -                     | -                  | -  |
| Toys, novelties and fireworks             | 2            | 2                                    | -                               | -                              | -                     | -                  | Seeds   | 12    | 9                                    | -                               | 1                              | -                     | -                  | 2  |
| All other                                 | 3            | 3                                    | -                               | -                              | -                     | -                  | All other   | 1     | -                                    | -                               | -                              | -                     | -                  | 1  |
| Automotive products                       | 86           | 71                                   | 1                               | 13                             | 1                     | 2                  | Furniture and house furnishings                       | 23    | 13                                   | -                               | 7                              | -                     | 2                  | 1  |
| Automobiles and other motor vehicles      | 5            | 1                                    | -                               | 4                              | -                     | -                  | China, glassware and crockery                         | 2     | 1                                    | -                               | -                              | -                     | 1                  | -  |
| Automotive eq't., accessories and parts   | 71           | 65                                   | -                               | 3                              | 1                     | 2                  | Floor coverings                                       | 2     | 1                                    | -                               | -                              | -                     | -                  | -  |
| Tires and tubes                           | 12           | 5                                    | 1                               | 6                              | -                     | -                  | Furniture   | 9     | 4                                    | -                               | 3                              | -                     | -                  | -  |
| Chemicals                                 | 27           | 18                                   | -                               | 5                              | 2                     | 2                  | House furnishings (except as specified)               | 7     | 4                                    | -                               | 3                              | -                     | 1                  | 1  |
| Dyestuffs                                 | 2            | 2                                    | -                               | -                              | -                     | -                  | Musical instruments and sheet music                   | 3     | 3                                    | -                               | -                              | -                     | -                  | -  |
| Explosives                                | 2            | 2                                    | -                               | -                              | -                     | -                  | Groceries and foods (except farm products)            | 208   | 126                                  | 15                              | 40                             | 2                     | 6                  | 19 |
| Industrial chemicals                      | 1            | -                                    | -                               | -                              | 1                     | -                  | Groceries (general line)                              | 35    | 22                                   | 8                               | -                              | -                     | -                  | 5  |
| Paints and varnishes                      | 19           | 13                                   | -                               | 4                              | 2                     | -                  | Confectionary and soft drinks                         | 26    | 22                                   | 2                               | 1                              | -                     | 1                  | -  |
| All other                                 | 3            | 1                                    | -                               | 1                              | 1                     | -                  | Fish and sea foods                                    | 20    | 19                                   | -                               | -                              | -                     | -                  | 1  |
| Clothing and furnishings                  | 28           | 16                                   | -                               | 4                              | -                     | 6                  | Meats and meat products                               | 24    | 19                                   | -                               | 4                              | -                     | -                  | 1  |
| Clothing and furnishings (general line)   | 1            | 1                                    | -                               | -                              | -                     | -                  | Other food and grocery specialties                    | 103   | 44                                   | 5                               | 35                             | 2                     | 5                  | 12 |
| Clothing, men's and boys'                 | 4            | 1                                    | -                               | 1                              | -                     | 2                  | Hardware  | 22    | 17                                   | -                               | -                              | -                     | 5                  | -  |
| Clothing, women's and children's          | 4            | 2                                    | -                               | 1                              | -                     | 2                  | Hardware (general line)                               | 12    | 10                                   | -                               | -                              | -                     | 2                  | -  |
| Furnishings, men's and boys'              | 3            | 2                                    | -                               | 1                              | -                     | -                  | Hardware (specialty lines)                            | 10    | 7                                    | -                               | -                              | -                     | 3                  | -  |
| Furnishings, women's & children's         | 2            | 1                                    | -                               | 1                              | -                     | -                  | Jewelry and optical goods                             | 7     | 6                                    | -                               | 1                              | -                     | -                  | -  |
| Hosiery                                   | 1            | -                                    | -                               | -                              | 1                     | -                  | Jewelry (general line)                                | 2     | 2                                    | -                               | -                              | -                     | -                  | -  |
| Millinery and millinery supplies          | 10           | 8                                    | -                               | -                              | 1                     | 1                  | Optical goods   | 5     | 4                                    | -                               | 1                              | -                     | -                  | -  |
| Shoes and other footwear                  | 3            | 1                                    | -                               | 1                              | -                     | 1                  | Lumber and building materials (other than metal)      | 66    | 41                                   | 6                               | 6                              | 2                     | 2                  | 9  |
| Coal                                      | 1            | -                                    | -                               | -                              | -                     | 1                  | Lumber and millwork                                   | 28    | 10                                   | 6                               | 1                              | 1                     | 2                  | 8  |
| Drugs and drug sundries                   | 11           | 9                                    | -                               | 1                              | -                     | 1                  | Asbestos products                                     | 1     | 1                                    | -                               | -                              | -                     | -                  | -  |
| Drugs (general line)                      | 4            | 4                                    | -                               | -                              | -                     | -                  | Brick and tile  | 4     | 2                                    | -                               | 2                              | -                     | -                  | -  |
| Drugs (specialty lines)                   | 5            | 4                                    | -                               | -                              | -                     | 1                  | Cement  | 2     | -                                    | 1                               | 1                              | -                     | -                  |    |
| Toilet articles and preparations          | 1            | -                                    | -                               | 1                              | -                     | -                  | Glass   | 4     | 4                                    | -                               | -                              | -                     | -                  |    |
| All other                                 | 1            | 1                                    | -                               | -                              | -                     | -                  | All other   | 27    | 24                                   | -                               | 2                              | -                     | -                  | 1  |
| Dry goods                                 | 10           | 8                                    | -                               | 1                              | -                     | 1                  | Machinery, equipment and supplies (except electrical) | 139   | 86                                   | -                               | 38                             | 5                     | 10                 | -  |
| Dry goods (general line)                  | 6            | 5                                    | -                               | -                              | -                     | 1                  | Commercial machinery, eq't. and supplies              | 19    | 11                                   | -                               | 6                              | -                     | 2                  | -  |
| Knit goods                                | 1            | 1                                    | -                               | -                              | -                     | -                  | Construction machinery, eq't. and supplies            | 10    | 6                                    | -                               | 4                              | -                     | -                  | -  |
| Notions                                   | 1            | -                                    | -                               | 1                              | -                     | -                  | Farm and dairy machinery and equipment                | 12    | 7                                    | -                               | 4                              | 1                     | -                  |    |
| Piece goods                               | 1            | 1                                    | -                               | -                              | -                     | -                  | Industrial machinery, eq't. and supplies              | 65    | 35                                   | -                               | 20                             | 4                     | 6                  | -  |
| All other                                 | 1            | 1                                    | -                               | -                              | -                     | -                  | Bottles and bottling eq't.                            | 1     | 1                                    | -                               | -                              | 1                     | -                  |    |
| Electrical goods                          | 25           | 13                                   | -                               | 10                             | 1                     | 1                  | Mechanical rubber goods                               | 6     | 5                                    | -                               | -                              | -                     | -                  |    |
| Electrical appliances, eq't. and supplies | 22           | 12                                   | -                               | 9                              | 1                     | -                  | Mill and mine supplies (general line)                 | 5     | 5                                    | -                               | -                              | -                     | -                  |    |
| Radios and radio equipment                | 3            | 1                                    | -                               | 1                              | 1                     | -                  | All other   | 53    | 24                                   | -                               | 20                             | 3                     | 6                  |    |
| Farm products-raw materials               | 41           | 12                                   | -                               | -                              | -                     | 29                 | Professional eq't. & supplies                         | 14    | 11                                   | -                               | 3                              | -                     | -                  |    |
| Grain                                     | 24           | 3                                    | -                               | -                              | -                     | 21                 | Service eq't. and supplies                            | 9     | 8                                    | -                               | -                              | 1                     | -                  |    |
| Hides, skins, and furs (raw)              | 9            | 4                                    | -                               | -                              | -                     | 5                  | Barber and beauty parlor                              | 5     | 5                                    | -                               | -                              | -                     | -                  |    |
| Horses and mules                          | 1            | 1                                    | -                               | -                              | -                     | -                  | Laundry   | 2     | 2                                    | -                               | -                              | -                     | -                  |    |
| Livestock                                 | 2            | -                                    | -                               | -                              | -                     | 2                  | All other   | 2     | 1                                    | -                               | -                              | 1                     | -                  |    |
| Tobacco (leaf)                            | 1            | 1                                    | -                               | -                              | -                     | -                  | Transportation eq't. & supplies                       | 10    | 8                                    | -                               | 1                              | -                     | 1                  |    |
| Wool and mohair                           | 3            | 2                                    | -                               | -                              | -                     | 1                  | Metals (except scrap)                                 | 18    | 7                                    | -                               | 8                              | 3                     | -                  |    |
| All other                                 | 1            | 1                                    | -                               | -                              | -                     | -                  | Iron and steel  | 14    | 5                                    | -                               | 6                              | 3                     | -                  |    |
| Farm products-consumer goods              | 150          | 93                                   | 1                               | 6                              | -                     | 50                 | Other steel and metal works                           | 4     | 2                                    | -                               | 2                              | -                     | -                  |    |
| Dairy products (general line)             | 19           | 10                                   | 1                               | 5                              | -                     | 3                  | Paper and its products                                | 25    | 17                                   | -                               | 3                              | 3                     | 2                  |    |
| Butter                                    | 7            | 3                                    | -                               | -                              | -                     | 4                  | Petroleum and its products                            | 294   | 12                                   | 1                               | -                              | -                     | -                  |    |
| Cheese                                    | 1            | -                                    | -                               | 1                              | -                     | -                  |   |       |                                      |                                 |                                |                       |                    |    |
| Milk and cream                            | 5            | 4                                    | -                               | -                              | -                     | 1                  |   |       |                                      |                                 |                                |                       |                    |    |
| All other dairy products                  | 2            | 2                                    | -                               | -                              | -                     | -                  |   |       |                                      |                                 |                                |                       |                    |    |
| Poultry and poultry products              | 18           | 13                                   | -                               | -                              | -                     | 5                  |   |       |                                      |                                 |                                |                       |                    |    |
| Dairy and poultry products                | 10           | 9                                    | -                               | -                              | -                     | 1                  |   |       |                                      |                                 |                                |                       |                    |    |
| Fruits and vegetables (fresh)             | 82           | 46                                   | -                               | -                              | -                     | 36                 |   |       |                                      |                                 |                                |                       |                    |    |
| All other                                 | 6            | 6                                    | -                               | -                              | -                     | -                  |   |       |                                      |                                 |                                |                       |                    |    |

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## WHOLESALE DISTRIBUTION: 1935

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TABLE 2A. - SEATE OF OREGON

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Kind of Business                             | Totals                 |                                    |                              |                                 |                         |                       | Kind of Business                           | Totals                 |                                    |                              |                                 |                         |                       |    |
|--|------------------------|------------------------------------|------------------------------|---------------------------------|-------------------------|-----------------------|--|------------------------|------------------------------------|------------------------------|---------------------------------|-------------------------|-----------------------|----|
|  | Wholesale<br>merchants | Limited<br>commission<br>merchants | Mfg. ests.<br>with<br>stocks | Mfg. ests.<br>without<br>stocks | Manufacturers<br>agents | All other<br>types 1/ |  | Wholesale<br>merchants | Limited<br>commission<br>merchants | Mfg. ests.<br>with<br>stocks | Mfg. ests.<br>without<br>stocks | Manufacturers<br>agents | All other<br>types 1/ |    |
| Plumbing and heating eqpt.<br>and supplies   | 16                     | 12                                 | --                           | 2                               | 1                       | --                    | All other products                         | 50                     | 37                                 | 2                            | 4                               | 2                       | 2                     | 5  |
| Heating eqpt. (general line)                 | 1                      | 1                                  | --                           | --                              | --                      | --                    | Beer                                       | 7                      | 4                                  | 1                            | 1                               | --                      | --                    | 1  |
| Plumbing and heating eqpt.<br>(general line) | 6                      | 5                                  | --                           | 1                               | --                      | --                    | Books and periodicals                      | 4                      | 3                                  | --                           | 1                               | --                      | --                    | -- |
| Stoves and ranges                            | 3                      | 1                                  | --                           | 1                               | --                      | 1                     | Cordage and twine                          | 1                      | --                                 | --                           | --                              | --                      | 1                     | -- |
| All other                                    | 6                      | 5                                  | --                           | 1                               | --                      | --                    | Flowers and nursery stock                  | 2                      | 2                                  | --                           | --                              | --                      | --                    | -- |
| Tobacco and its products<br>(except leaf)    | 12                     | 11                                 | --                           | 1                               | --                      | --                    | Forest products (except lumber)            | 7                      | 4                                  | --                           | 1                               | 1                       | 1                     | -- |
| Waste materials                              | 21                     | 21                                 | --                           | --                              | --                      | --                    | Leather                                    | 2                      | 2                                  | --                           | --                              | --                      | --                    | -- |
| Iron and steel scrap                         | 3                      | 3                                  | --                           | --                              | --                      | --                    | Leather goods                              | 4                      | 4                                  | --                           | --                              | --                      | --                    | -- |
| Junk and scrap (general line)                | 16                     | 16                                 | --                           | --                              | --                      | --                    | Newspapers and magazine                    | 8                      | 6                                  | --                           | 1                               | --                      | 1                     | -- |
| Waste paper, rags and rubber                 | 2                      | 2                                  | --                           | --                              | --                      | --                    | Oils and greases (animal and<br>vegetable) | 1                      | 5                                  | --                           | --                              | --                      | --                    | 1  |
|  |                        |                                    |                              |                                 |                         |                       | Rubber, grade                              | 5                      | 5                                  | --                           | --                              | --                      | --                    | -- |
|  |                        |                                    |                              |                                 |                         |                       | Rubber goods (general line)                | 1                      | --                                 | --                           | 1                               | --                      | --                    | -- |
|  |                        |                                    |                              |                                 |                         |                       | Miscellaneous kinds of business            | 8                      | 7                                  | 1                            | --                              | --                      | --                    | -- |

1/ The 409 "All other types" consists of the following:

|   |    |   |     |
|---|----|---|-----|
| Exporters                               | 4  | Import agents (drugs-specialty line)        | 1   |
| Grain                                   | 1  | Selling agents                              | 3   |
| Lumber and millwork                     | 3  | Military and millinery supplie              | 1   |
| Importers                               | 8  | Paper and its products                      | 2   |
| Shoes and other footwear                | 1  | Bulk tank stations (petroleum)              | 279 |
| Fertilizer                              | 1  | Chain store warehouses                      | 7   |
| House furnishings (except as specified) | 1  | Dry goods (general line)                    | 1   |
| Other food and grocery specialties      | 5  | Fruits and vegetables (fresh)               | 1   |
| Brokers                                 | 21 | Groceries (general line)                    | 5   |
| Coal                                    | 1  | Assemblers and country buyers               | 38  |
| Grain                                   | 4  | Grain                                       | 4   |
| Poultry and poultry products            | 1  | Hides, skins, and furs (raw)                | 5   |
| Fruits and vegetables (fresh)           | 2  | Livestock                                   | 1   |
| Fertilizer                              | 1  | Wool and mohair                             | 1   |
| Fish and sea foods                      | 1  | Poultry and poultry products                | 3   |
| Other food and grocery specialties      | 1  | Dairy and poultry products                  | 1   |
| Lumber and millwork                     | 3  | Fruits and vegetables (fresh)               | 19  |
| Other lumber and building materials     | 1  | Seeds                                       | 2   |
| Beer                                    | 1  | Other food and grocery specialties          | 2   |
| Petroleum and its products              | 1  | Cooperative marketing associations          | 22  |
| Commission merchants                    | 15 | Grain                                       | 4   |
| Grain                                   | 2  | Dairy products (general line)               | 2   |
| Livestock                               | 1  | Butter                                      | 4   |
| Fruits and vegetable (fresh)            | 7  | Milk and cream                              | 1   |
| Other farm supplies                     | 1  | Poultry and poultry products                | 1   |
| Meats and meat products                 | 1  | Fruits and vegetables (fresh)               | 5   |
| Petroleum and its products              | 1  | Fertilizer                                  | 5   |
| Newspapers and magazine                 | 1  | Elevators (grain)                           | 5   |
| Oils and greases (animal and vegetable) | 1  | Cream station (dairy products-general line) | 1   |
| Export agents                           | 5  |   |     |
| Grain                                   | 1  |   |     |
| Fruits and vegetables (fresh)           | 2  |   |     |
| Lumber and millwork                     | 2  |   |     |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF OREGON WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales        | TOTAL EXPENSES  |                             | Full-time<br>employees<br>(average) | PAY ROLL        |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|------------------|-----------------|-----------------------------|-------------------------------------|-----------------|---------------|------------------------------------|
|   |                                       |                  | Amount          | Per-<br>cent<br>of<br>sales |                                     | Total           | Part-<br>time |                                    |
| <b>THE STATE</b>  | <b>1,333</b>                          | <b>\$202,146</b> | <b>\$31,111</b> | <b>15.4</b>                 | <b>9,705</b>                        | <b>\$14,511</b> | <b>\$643</b>  | <b>\$26,402</b>                    |
| Wholesalers proper  | 717                                   | 98,486           | 16,179          | 16.4                        | 5,498                               | 7,944           | 402           | 17,537                             |
| Manufacturers' sales branches                               | 179                                   | 42,750           | 6,225           | 14.6                        | 1,613                               | 2,980           | 41            | 5,382                              |
| Agents and brokers  | 85                                    | 19,195           | 696             | 3.6                         | 144                                 | 281             | 33            | 146                                |
| All other types   | 352                                   | 41,715           | 8,011           | 19.2                        | 2,250                               | 3,306           | 167           | 3,337                              |
| <b>WHOLESALE PROPER</b>                                     |                                       |                  |                 |                             |                                     |                 |               |                                    |
| Amusement and sporting goods                                | 9                                     | 453              | 157             | 34.7                        | 34                                  | 47              | 2             | 124                                |
| Sporting goods (general line)                               | 3                                     | 281              | 108             | 38.7                        | 18                                  | 23              | -             | 90                                 |
| All other   | 6                                     | 172              | 49              | 28.5                        | 16                                  | 24              | 2             | 34                                 |
| Automotive products   | 72                                    | 3,907            | 1,107           | 28.3                        | 421                                 | 609             | 19            | 1,086                              |
| Automotive equipment, accessories & parts                   | 65                                    | 3,479            | 1,002           | 28.8                        | 387                                 | 566             | 19            | 1,041                              |
| All other   | 7                                     | 428              | 105             | 24.5                        | 34                                  | 43              | -             | 45                                 |
| Chemicals   | 18                                    | 1,902            | 495             | 26.0                        | 194                                 | 283             | 13            | 750                                |
| Paints and varnishes  | 13                                    | 1,617            | 457             | 28.3                        | 184                                 | 199             | 10            | 718                                |
| All other   | 5                                     | 285              | 38              | 13.3                        | 10                                  | 24              | 3             | 32                                 |
| Clothing and furnishings                                    | 17                                    | 916              | 147             | 16.0                        | 42                                  | 74              | 2             | 139                                |
| Millinery and millinery supplies                            | 8                                     | 177              | 43              | 24.3                        | 14                                  | 22              | 2             | 6                                  |
| All other   | 9                                     | 739              | 104             | 14.1                        | 28                                  | 52              | -             | 132                                |
| Drugs and drug sundries                                     | 9                                     | 4,136            | 704             | 17.0                        | 245                                 | 326             | -             | 937                                |
| Drugs (general line)  | 4                                     | 4,059            | 691             | 17.0                        | 240                                 | 321             | -             | 954                                |
| All other   | 5                                     | 67               | 13              | 19.4                        | 5                                   | 5               | -             | 3                                  |
| Dry goods   | 8                                     | 2,530            | 477             | 18.9                        | 101                                 | 213             | -             | 448                                |
| Dry goods (general line)                                    | 5                                     | 1,054            | 100             | 9.5                         | 38                                  | 35              | -             | 320                                |
| All other   | 3                                     | 1,476            | 377             | 25.6                        | 63                                  | 178             | -             | 128                                |
| Electrical goods  | 13                                    | 2,479            | 442             | 17.8                        | 134                                 | 224             | 9             | 501                                |
| Electrical appliances, eq't. & supplies                     | 10                                    | 2,065            | 334             | 16.2                        | 107                                 | 165             | 8             | 365                                |
| All other   | 3                                     | 414              | 108             | 26.1                        | 27                                  | 39              | 1             | 136                                |
| Farm products—raw materials                                 | 13                                    | 8,421            | 329             | 3.9                         | 71                                  | 151             | 27            | 430                                |
| Grain   | 4                                     | 4,379            | 154             | 3.5                         | 29                                  | 62              | -             | 142                                |
| Hides, skins, and furs (raw)                                | 4                                     | 2,761            | 79              | 2.8                         | 17                                  | 54              | 25            | 214                                |
| All other   | 5                                     | 981              | 86              | 8.7                         | 25                                  | 35              | 1             | 74                                 |
| Farm products—consumer goods                                | 94                                    | 10,650           | 1,909           | 17.9                        | 701                                 | 1,009           | 118           | 1,420                              |
| Dairy products (general line)                               | 11                                    | 1,559            | 511             | 32.8                        | 139                                 | 268             | 75            | 56                                 |
| Butter  | 3                                     | 153              | 22              | 14.4                        | 6                                   | 8               | -             | 1                                  |
| Milk and cream  | 4                                     | 280              | 75              | 26.8                        | 23                                  | 31              | 5             | -                                  |
| Poultry and poultry products                                | 13                                    | 911              | 183             | 20.1                        | 109                                 | 119             | 1             | 137                                |
| Dairy and poultry products                                  | 9                                     | 1,772            | 226             | 12.8                        | 82                                  | 127             | 15            | 937                                |
| Fruits and vegetables (fresh)                               | 46                                    | 5,359            | 741             | 13.8                        | 232                                 | 394             | 22            | 275                                |
| All other   | 8                                     | 576              | 151             | 26.2                        | 50                                  | 62              | -             | 15                                 |
| Farm supplies   | 25                                    | 2,865            | 370             | 12.9                        | 129                                 | 197             | 11            | 475                                |
| Feed  | 15                                    | 1,541            | 220             | 14.3                        | 67                                  | 119             | 4             | 183                                |
| All other   | 10                                    | 1,324            | 150             | 11.3                        | 62                                  | 78              | 7             | 292                                |
| Furniture and house furnishings                             | 14                                    | 1,157            | 243             | 21.0                        | 80                                  | 132             | 13            | 475                                |
| Furniture   | 4                                     | 226              | 58              | 25.7                        | 8                                   | 24              | 11            | 61                                 |
| House furnishings (except furniture)                        | 5                                     | 292              | 73              | 25.0                        | 29                                  | 43              | 1             | 82                                 |
| All other   | 5                                     | 639              | 112             | 17.5                        | 43                                  | 65              | 1             | 332                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF OREGON WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALESAERS PROPER (continued)</b>                    |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 146                                   | \$26,375  | \$3,356        | 12.7                        | \$998                               | \$1,568  | \$64          | \$3,078                            |
| Groceries (general line)                                    | 30                                    | 12,766    | 947            |                             | 350                                 | 570      | 25            | 1,479                              |
| Confectionery and soft drinks                               | 24                                    | 912       | 168            |                             | 42                                  | 55       | 6             | 101                                |
| Fish and sea foods  | 19                                    | 592       | 198            |                             | 68                                  | 78       | 19            | 16                                 |
| Meats and meat products                                     | 19                                    | 2,727     | 388            |                             | 150                                 | 228      | 6             | 112                                |
| Other food and grocery specialties                          | 54                                    | 9,376     | 1,665          |                             | 398                                 | 642      | 8             | 1,368                              |
| Hardware  | 17                                    | 5,854     | 1,091          | 18.6                        | 442                                 | 533      | 3             | 1,414                              |
| Hardware (general line)                                     | 10                                    | 5,408     | 1,009          |                             | 402                                 | 489      | 2             | 1,300                              |
| Hardware (specialty line)                                   | 7                                     | 446       | 82             |                             | 40                                  | 44       | 1             | 114                                |
| Jewelry and optical goods                                   | 6                                     | 325       | 87             | 26.8                        | 41                                  | 53       | -             | 75                                 |
| Lumber and building materials<br>(other than metal)         | 50                                    | 4,133     | 651            | 15.0                        | 265                                 | 363      | 54            | 393                                |
| Lumber and millwork   | 19                                    | 2,755     | 227            |                             | 96                                  | 135      | 5             | 67                                 |
| Glass   | 4                                     | 109       | 31             |                             | 11                                  | 16       | 3             | 85                                 |
| All other   | 27                                    | 1,319     | 373            |                             | 159                                 | 210      | 26            | 291                                |
| Machinery, equipment and supplies<br>(except electrical)    | 86                                    | 6,302     | 1,794          | 28.5                        | 528                                 | 814      | 47            | 2,235                              |
| Commercial machinery, eqp't. and supplies                   | 11                                    | 378       | 180            |                             | 65                                  | 105      | 4             | 205                                |
| Construction machinery, eqp't. & supplies                   | 6                                     | 771       | 235            |                             | 61                                  | 77       | 2             | 328                                |
| Farm and dairy machinery and equipment                      | 7                                     | 597       | 141            |                             | 41                                  | 64       | 7             | 185                                |
| Industrial machinery, eqp't. and supplies                   | 36                                    | 2,427     | 628            |                             | 180                                 | 259      | 28            | 837                                |
| Bottles and bottling equipment                              | 5                                     | 124       | 22             |                             | 7                                   | 11       | -             | 22                                 |
| Mill and mine supplies (general line)                       | 5                                     | 575       | 129            |                             | 32                                  | 75       | 21            | 137                                |
| All other   | 25                                    | 1,724     | 477            |                             | 121                                 | 173      | 7             | 678                                |
| Professional equipment and supplies                         | 11                                    | 837       | 263            |                             | 101                                 | 143      | 2             | 299                                |
| Service equipment and supplies                              | 8                                     | 844       | 233            |                             | 66                                  | 116      | 1             | 216                                |
| Barber & beauty parlor eqp't. & supplies                    | 5                                     | 175       | 67             |                             | 21                                  | 30       | 1             | 56                                 |
| All other   | 3                                     | 669       | 166            |                             | 47                                  | 85       | -             | 158                                |
| Transportation equipment and supplies                       | 8                                     | 448       | 114            |                             | 32                                  | 51       | 3             | 165                                |
| Metals (except scrap)                                       | 7                                     | 775       | 233            | 30.1                        | 54                                  | 120      | 2             | 568                                |
| Paper and its products                                      | 17                                    | 2,761     | 577            | 21.0                        | 196                                 | 308      | 5             | 658                                |
| Petroleum and its products                                  | 13                                    | 978       | 155            | 16.9                        | 42                                  | 67       | 3             | 24                                 |
| Plumbing and heating equipment and supplies                 | 12                                    | 1,080     | 263            | 25.8                        | 91                                  | 120      | 9             | 337                                |
| Plumbing and heating eqp't. (general line)                  | 5                                     | 786       | 191            |                             | 66                                  | 81       | -             | 298                                |
| All other   | 7                                     | 294       | 72             |                             | 25                                  | 39       | 9             | 39                                 |
| Tobacco and its products (except leaf)                      | 11                                    | 3,513     | 166            | 4.7                         | 53                                  | 76       | -             | 252                                |
| Waste materials   | 21                                    | 1,409     | 121            | 22.4                        | 159                                 | 128      | 4             | 644                                |
| Junk and scrap (general line)                               | 16                                    | 651       | 121            |                             | 67                                  | 51       | 2             | 119                                |
| All other   | 5                                     | 758       | 194            |                             | 92                                  | 77       | 2             | 525                                |
| All other products  | 39                                    | 5,635     | 1,131          | 20.1                        | 477                                 | 569      | 17            | 1,071                              |
| Bags and bagging  | 5                                     | 2,510     | 358            |                             | 171                                 | 179      | 2             | 363                                |
| Barr  | 5                                     | 182       | 20             |                             | 6                                   | 5        | -             | 7                                  |
| Books and periodicals                                       | 5                                     | 974       | 233            |                             | 90                                  | 116      | 4             | 331                                |
| Forest products (except lumber)                             | 4                                     | 170       | 36             |                             | 12                                  | 17       | -             | 55                                 |
| Leather goods   | 4                                     | 642       | 162            |                             | 43                                  | 75       | 6             | 223                                |
| Newspapers and magazines                                    | 6                                     | 605       | 181            |                             | 109                                 | 133      | 1             | 32                                 |
| Miscellaneous kinds of business                             | 12                                    | 632       | 141            |                             | 46                                  | 64       | 4             | 92                                 |

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Table 2B.—STATE OF

OREGON WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| <b>WITH STOCKS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 153                                   | \$36,867  | \$5,752        | 15.6                        | 1,653                               | \$2,740  | \$40          | \$5,382                            |
| Automotive products   | 4                                     | 468       | 264            | 32.9                        | 51                                  | 87       | -             | 10                                 |
| Chemicals   | 13                                    | 3,092     | 588            | 18.9                        | 137                                 | 252      | 4             | 556                                |
| Clothing and furnishings                                    | 5                                     | 1,324     | 473            | 35.6                        | 107                                 | 186      | -             | 323                                |
| Electrical goods  | 4                                     | 713       | 97             | 13.6                        | 22                                  | 65       | 1             | 95                                 |
| Farm products—consumer goods                                | 10                                    | 2,674     | 870            | 32.8                        | 95                                  | 190      | 17            | 329                                |
| Furniture and house furnishings                             | 6                                     | 778       | 409            | 52.4                        | 123                                 | 179      | -             | 47                                 |
| Groceries and foods (except farm products)                  | 7                                     | 3,905     | 372            | 9.5                         | 64                                  | 236      | -             | 372                                |
| Lumber and building materials<br>(other than metal)         | 40                                    | 15,883    | 1,560          | 9.8                         | 533                                 | 760      | 6             | 1,916                              |
| Machinery, equipment and supplies<br>(except electrical)    | 6                                     | 649       | 119            | 18.3                        | 44                                  | 50       | 1             | 65                                 |
| Metals (except scrap)                                       | 38                                    | 2,607     | 811            | 31.1                        | 284                                 | 386      | 9             | 1,148                              |
| Paper and its products                                      | 3                                     | 585       | 196            | 33.5                        | 15                                  | 50       | -             | 17                                 |
| All other kinds of business                                 | 9                                     | 1,982     | 389            | 19.6                        | 122                                 | 186      | 2             | 287                                |
| <b>WITHOUT STOCKS</b>                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies<br>(except electrical)    | 26                                    | 5,882     | 473            | 8.0                         | 150                                 | 240      | 1             | -                                  |
| Metals (except scrap)                                       | 5                                     | 2,644     | 118            | 4.5                         | 37                                  | 55       | -             | -                                  |
| Paper and its products                                      | 3                                     | 337       | 45             | 13.4                        | 15                                  | 23       | -             | -                                  |
| All other kinds of business                                 | 3                                     | 215       | 22             | 10.2                        | 5                                   | 13       | -             | -                                  |
|   | 15                                    | 2,687     | 286            | 10.7                        | 93                                  | 144      | 1             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| <b>BROKERS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 21                                    | 4,688     | 141            | 3.0                         | 25                                  | 48       | 5             | 5                                  |
| Farm products—consumer goods                                | 4                                     | 239       | 25             | 10.5                        | 1                                   | 1        | -             | -                                  |
| Groceries and foods (except farm products)                  | 3                                     | 850       | 25             | 3.1                         | 9                                   | 13       | -             | 1                                  |
| Lumber and building materials<br>(other than metal)         | 6                                     | 2,883     | 56             | 1.2                         | 7                                   | 16       | 3             | 2                                  |
| All other kinds of business                                 | 4                                     | 571       | 34             | 6.0                         | 7                                   | 16       | 1             | -                                  |
|   | 4                                     | 145       | 30             | 15.8                        | 1                                   | 2        | 1             | 2                                  |
| <b>COMMISSION MERCHANTS</b>                                 |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 15                                    | 4,423     | 167            | 3.8                         | 42                                  | 66       | 13            | 59                                 |
| Farm products—consumer goods                                | 3                                     | 3,167     | 93             | 2.9                         | 13                                  | 20       | 1             | 1                                  |
| All other kinds of business                                 | 7                                     | 532       | 47             | 8.8                         | 24                                  | 29       | 4             | 3                                  |
|   | 5                                     | 724       | 27             | 3.7                         | 5                                   | 17       | 8             | 55                                 |
| <b>EXPORT AGENTS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| MANUFACTURERS' AGENTS                                       | 8                                     | 6,300     | 136            | 8.1                         | 25                                  | 74       | 1             | -                                  |
| Clothing and furnishings                                    | 40                                    | 2,952     | 171            | 5.8                         | 45                                  | 80       | 14            | 62                                 |
| Groceries and foods (except farm products)                  | 6                                     | 523       | 11             | 2.1                         | -                                   | -        | -             | 3                                  |
| Hardware  | 6                                     | 1,398     | 35             | 2.4                         | 10                                  | 22       | -             | 5                                  |
| Machinery, equipment and supplies<br>(except electrical)    | 5                                     | 293       | 9              | 3.1                         | 1                                   | 2        | -             | -                                  |
| All other kinds of business                                 | 10                                    | 138       | 18             | 13.0                        | 7                                   | 9        | 3             | 7                                  |
|   | 13                                    | 810       | 100            | 12.3                        | 28                                  | 47       | 11            | 67                                 |
| <b>OTHER AGENTS</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 4                                     | 822       | 22             | 2.7                         | 5                                   | 13       | -             | -                                  |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| BULK TANK STATIONS (petroleum)                              | 279                                   | 28,480    | 5,645          | 19.8                        | 1,350                               | 2,381    | 29            | 2,124                              |
| CHAIN STORE WAREHOUSES                                      | 7                                     | 5,701     | 338            | 5.9                         | 107                                 | 169      | 6             | 503                                |
| ASSEMBLERS AND COUNTRY BUYERS                               | 58                                    | 3,119     | 976            | 31.3                        | 282                                 | 350      | 112           | 197                                |
| Farm products—raw materials                                 | 11                                    | 499       | 51             | 10.2                        | 19                                  | 31       | 1             | 95                                 |
| Farm products—consumer goods                                | 23                                    | 2,410     | 865            | 35.9                        | 247                                 | 302      | 111           | 101                                |
| All other kinds of business                                 | 4                                     | 210       | 80             | 28.5                        | 16                                  | 17       | -             | 3                                  |

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For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| ALL OTHER TYPES (continued)                                 |                                       |           |                |                             |                                     |          |               |                                    |
| COOPERATIVE MARKETING ASSOCIATIONS                          | 22                                    | \$4,212   | \$1,023        | 24.3                        | 501                                 | \$391    | \$17          | \$480                              |
| Farm products—raw materials                                 | 4                                     | 115       | 17             | 15.0                        | 9                                   | 9        | 2             | 3                                  |
| Farm products—consumer goods                                | 13                                    | 3,867     | 957            | 25.2                        | 484                                 | 369      | 10            | 454                                |
| Farm supplies   | 5                                     | 232       | 31             | 13.4                        | 8                                   | 13       | 5             | 23                                 |
| OTHER TYPES   | 6                                     | 203       | 29             | 14.3                        | 10                                  | 15       | 3             | 33                                 |
| CITIES OF 100,000 POPULATION AND OVER                       |                                       |           |                |                             |                                     |          |               |                                    |
| PORTLAND  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 715                                   | 149,044   | 21,743         | 14.6                        | 6,842                               | 10,544   | 411           | 20,540                             |
| Wholesalers proper  | 467                                   | 78,565    | 13,532         | 17.2                        | 4,537                               | 6,704    | 334           | 14,096                             |
| Manufacturers' sales branches                               | 153                                   | 40,977    | 5,946          | 14.5                        | 1,728                               | 2,864    | 42            | 5,346                              |
| Agents and brokers  | 72                                    | 18,284    | 629            | 3.4                         | 123                                 | 248      | 21            | 139                                |
| All other types   | 23                                    | 11,218    | 1,536          | 14.6                        | 454                                 | 728      | 14            | 969                                |
| WHOLESALESAERS PROPER                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 9                                     | 453       | 157            | 34.7                        | 34                                  | 47       | 2             | 124                                |
| Automotive products   | 45                                    | 3,092     | 897            | 29.0                        | 344                                 | 508      | 16            | 784                                |
| Chemicals   | 16                                    | 1,785     | 488            | 27.3                        | 191                                 | 218      | 10            | 747                                |
| Clothing and furnishings                                    | 18                                    | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| Drugs and drug sundries                                     | 7                                     | 4,031     | 698            | 17.1                        | 237                                 | 319      | -             | 901                                |
| Dry goods   | 5                                     | 2,022     | 443            | 21.9                        | 89                                  | 200      | -             | 253                                |
| Electrical goods  | 11                                    | 2,457     | 432            | 17.6                        | 130                                 | 220      | 8             | 492                                |
| Farm products—raw materials                                 | 9                                     | 8,240     | 316            | 3.8                         | 65                                  | 145      | 27            | 415                                |
| Farm products—consumer goods                                | 46                                    | 7,270     | 1,299          | 17.9                        | 467                                 | 725      | 105           | 1,251                              |
| Farm supplies   | 13                                    | 1,408     | 239            | 17.0                        | 75                                  | 135      | 9             | 193                                |
| Furniture and house furnishings                             | 14                                    | 1,157     | 243            | 21.0                        | 80                                  | 132      | 13            | 475                                |
| Groceries and foods (except farm products)                  | 75                                    | 17,813    | 2,453          | 13.8                        | 753                                 | 1,214    | 48            | 1,628                              |
| Hardware  | 12                                    | 5,014     | 956            | 19.1                        | 383                                 | 456      | 2             | 995                                |
| Jewelry and optical goods                                   | 3                                     | 284       | 73             | 25.7                        | 25                                  | 45       | -             | 69                                 |
| Lumber and building materials<br>(other than metal)         | 26                                    | 2,777     | 361            | 13.0                        | 98                                  | 176      | 16            | 162                                |
| Machinery, equipment and supplies<br>(except electrical)    | 78                                    | 5,002     | 1,739          | 29.0                        | 516                                 | 791      | 43            | 2,157                              |
| Metals (except scrap)                                       | 7                                     | 775       | 233            | 30.1                        | 54                                  | 120      | 2             | 552                                |
| Paper and its products                                      | 13                                    | 2,483     | 523            | 21.1                        | 178                                 | 281      | 4             | 603                                |
| Petroleum and its products                                  | 5                                     | 298       | 100            | 33.6                        | 27                                  | 42       | -             | 39                                 |
| Plumbing and heating equipment and supplies                 | 11                                    | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| Tobacco and its products (except leaf)                      | 4                                     | 2,507     | 118            | 4.5                         | 35                                  | 51       | -             | 122                                |
| Waste materials   | 17                                    | 1,365     | 303            | 22.2                        | 157                                 | 126      | 3             | 528                                |
| All other products  | 56                                    | 5,349     | 1,072          | 20.0                        | 459                                 | 565      | 14            | 1,044                              |
| MANUFACTURERS' SALES BRANCHES                               |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 6                                     | 735       | 240            | 32.7                        | 78                                  | 131      | -             | 10                                 |
| Automotive products   | 12                                    | 3,095     | 579            | 18.7                        | 135                                 | 248      | 4             | 554                                |
| Chemicals   | 7                                     | 1,354     | 474            | 35.6                        | 106                                 | 188      | 1             | 323                                |
| Clothing and furnishings                                    | 4                                     | 715       | 97             | 13.6                        | 22                                  | 65       | 1             | 95                                 |
| Electrical goods  | 11                                    | 2,690     | 373            | 13.9                        | 96                                  | 191      | 18            | 327                                |
| Furniture and house furnishings                             | 7                                     | 3,906     | 372            | 9.5                         | 64                                  | 255      | -             | 372                                |
| Groceries and foods (except farm products)                  | 24                                    | 14,985    | 1,468          | 9.8                         | 498                                 | 715      | 5             | 1,884                              |
| Lumber and building materials<br>(other than metal)         | 8                                     | 955       | 146            | 15.6                        | 55                                  | 67       | 1             | 65                                 |
| Machinery, equipment and supplies<br>(except electrical)    | 41                                    | 5,230     | 917            | 17.5                        | 317                                 | 438      | 9             | 1,139                              |

## WHOLESALE DISTRIBUTION: 1933

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 Census of  
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Table 2 B.—STATE OF OREGON WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales     | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL     |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|---------------|----------------|-----------------------------|-------------------------------------|--------------|---------------|------------------------------------|
|   |                                       |               | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total        | Part-<br>time |                                    |
| <b>MANUFACTURERS' SALES BRANCHES</b><br>(continued)         |                                       |               |                |                             |                                     |              |               |                                    |
| Metals (except scrap)                                       | 11                                    | \$2,643       | \$263          | 10.3                        | 81                                  | \$140        | -             | \$219                              |
| Paper and its products                                      | 6                                     | 800           | 218            | 27.3                        | 20                                  | 63           | -             | 17                                 |
| Plumbing and heating equipment and supplies                 | 3                                     | 566           | 143            | 25.3                        | 53                                  | 66           | 1             | 151                                |
| All other kinds of business 1/                              | 12                                    | 3,445         | 656            | 19.0                        | 206                                 | 315          | 2             | 190                                |
| <b>AGENTS AND BROKERS</b>                                   |                                       |               |                |                             |                                     |              |               |                                    |
| Clothing and furnishings                                    | 7                                     | 338           | 12             | 3.6                         | -                                   | 1            | 1             | 3                                  |
| Farm products—raw materials                                 | 6                                     | 5,252         | 126            | 2.4                         | 13                                  | 28           | -             | -                                  |
| Farm products—consumer goods                                | 7                                     | 1,848         | 74             | 4.0                         | 22                                  | 39           | 2             | 3                                  |
| Groceries and foods (except farm products)                  | 13                                    | 4,546         | 74             | 1.7                         | 18                                  | 40           | 3             | 7                                  |
| Hardware  | 5                                     | 293           | 9              | 3.1                         | 1                                   | 2            | -             | -                                  |
| Lumber and building materials<br>(other than metal)         | 7                                     | 3,954         | 189            | 4.8                         | 29                                  | 70           | 1             | -                                  |
| Machinery, equipment and supplies<br>(except electrical)    | 9                                     | 108           | 17             | 15.7                        | 7                                   | 8            | 2             | 7                                  |
| All other kinds of business 2/                              | 18                                    | 2,145         | 128            | 6.0                         | 33                                  | 60           | 12            | 119                                |
| <b>ALL OTHER TYPES</b>                                      |                                       |               |                |                             |                                     |              |               |                                    |
| Farm products—consumer goods                                | 8                                     | 1,485         | 168            | 11.3                        | 51                                  | 83           | 9             | 9                                  |
| Petroleum and its products                                  | 10                                    | 5,850         | 1,263          | 21.6                        | 335                                 | 542          | 2             | 573                                |
| All other kinds of business 3/                              | 5                                     | 3,883         | 205            | 5.3                         | 68                                  | 103          | 3             | 377                                |
| CITIES OF 20,000 TO 50,000 POPULATION                       |                                       |               |                |                             |                                     |              |               |                                    |
| <b>SALEM</b>  |                                       |               |                |                             |                                     |              |               |                                    |
| Wholesalers proper  | 29                                    | 3,737         | 584            | 15.5                        | 279                                 | 269          | 6             | 503                                |
| All other types   | 19                                    | 2,241         | 230            | 12.9                        | 131                                 | 152          | 4             | 429                                |
|   | 10                                    | 1,496         | 294            | 19.7                        | 148                                 | 117          | 1             | 74                                 |
| Farm products—consumer goods                                | 4                                     | 374           | 95             | 25.4                        | 34                                  | 45           | 1             | 14                                 |
| Petroleum and its products                                  | 8                                     | 1,293         | 263            | 20.3                        | 56                                  | 103          | 1             | 45                                 |
| All other kinds of business                                 | 17                                    | 2,070         | 226            | 10.9                        | 189                                 | 121          | 3             | 444                                |
| CITIES OF 5,000 TO 20,000 POPULATION                        |                                       |               |                |                             |                                     |              |               |                                    |
| <b>Total</b>  | <b>240</b>                            | <b>24,475</b> | <b>4,137</b>   | <b>16.9</b>                 | <b>1,172</b>                        | <b>1,769</b> | <b>145</b>    | <b>2,790</b>                       |
| ALBANY  | 14                                    | 1,123         | 176            | 15.7                        | 60                                  | 85           | 3             | 195                                |
| ASTORIA   | 23                                    | 2,992         | 434            | 14.5                        | 119                                 | 183          | 7             | 284                                |
| BAKER   | 11                                    | 1,405         | 204            | 14.5                        | 68                                  | 104          | 4             | 341                                |
| BEHD  | 18                                    | 1,505         | 259            | 17.2                        | 69                                  | 100          | 2             | 176                                |
| CORVALLIS   | 8                                     | 766           | 117            | 15.3                        | 37                                  | 53           | 3             | 33                                 |
| EUGENE  | 40                                    | 3,722         | 616            | 16.6                        | 170                                 | 250          | 8             | 584                                |
| KLAMATH FALLS   | 32                                    | 3,438         | 523            | 15.2                        | 146                                 | 251          | 6             | 51.6                               |
| LA GRANDE   | 13                                    | 1,124         | 111            | 9.9                         | 35                                  | 48           | 3             | 130                                |
| MARSHFIELD  | 16                                    | 1,368         | 178            | 13.0                        | 57                                  | 82           | 8             | 182                                |
| MEDFORD   | 31                                    | 4,405         | 998            | 22.7                        | 249                                 | 392          | 79            | 354                                |
| OREGON CITY   | 8                                     | 389           | 61             | 15.7                        | 16                                  | 23           | 2             | 17                                 |
| PENDLETON   | 13                                    | 863           | 142            | 16.5                        | 39                                  | 67           | 3             | 96                                 |
| THE DALLES  | 13                                    | 1,375         | 318            | 23.1                        | 107                                 | 151          | 20            | 82                                 |

1/ Includes 1 establishment dealing in drugs and drug sundries; 1 in dry goods; 1 in farm products—consumer goods; 1 in farm supplies (except machinery and equipment); 1 in jewelry and optical goods; 1 in tobacco and its products (except leaf); and 6 in all other products.

2/ Includes 2 establishments dealing in automotive products; 2 in chemicals; 1 in coal; 1 in drugs and drug sundries; 1 in electrical goods; 2 in farm supplies (except machinery and equipment); 2 in furniture and house furnishings; 2 in paper and its products; 1 in petroleum and its products; 1 in plumbing and heating equipment and supplies; and 3 in all other products.

3/ Includes 1 establishment dealing in dry goods; 2 in farm products—raw materials; 2 in groceries and foods (except farm products).

## WHOLESALE DISTRIBUTION: 1933

12-20-7  
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Table 3.—STATE OF OREGON RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| KIND OF BUSINESS                                      | Number of establishments | Total net sales | TOTAL EXPENSES |                             | RECEIPTS FROM—               |   |                          |        |                          |        |
|---|--------------------------|-----------------|----------------|-----------------------------|------------------------------|---|--------------------------|--------|--------------------------|--------|
|   |                          |                 | Amount         | Per-<br>cent<br>of<br>sales | Sales of<br>merchan-<br>dise | Parking,<br>storage,<br>cleaning,<br>etc. | Space rental             |        | Other sources            |        |
|   |                          |                 |                |                             |                              |   | Number of establishments | Amount | Number of establishments | Amount |
| Total for State                                       | 1,333                    | \$202,146       | \$31,111       | 15.4                        | \$200,929                    | \$373                                     | 6                        | \$14   | 30                       | \$830  |
| Automotive products                                   | 88                       | 7,190           | 1,715          | 23.9                        | 7,085                        | 104                                       | 1                        | 1      | -                        | -      |
| Chemicals   | 27                       | 3,246           | 970            | 29.9                        | 3,221                        | 25  | -                        | -      | -                        | -      |
| Clothing and furnishings                              | 28                       | 1,957           | 255            | 13.0                        | 1,956                        | -   | -                        | -      | 1                        | 1      |
| Electrical goods                                      | 25                       | 5,179           | 816            | 15.8                        | 5,171                        | 8   | -                        | -      | -                        | -      |
| Farm products—raw materials                           | 41                       | 14,511          | 555            | 3.8                         | 14,490                       | 18  | 1                        | 2      | 1                        | 1      |
| Farm products—consumer goods                          | 150                      | 20,815          | 4,331          | 20.8                        | 20,791                       | 24  | -                        | -      | 1                        | -      |
| Farm supplies (except machinery and equipment)        | 36                       | 3,584           | 436            | 12.2                        | 3,564                        | 20  | -                        | -      | -                        | -      |
| Furniture and house furnishings                       | 23                       | 5,318           | 649            | 12.2                        | 5,307                        | -   | -                        | -      | 1                        | 11     |
| Groceries and foods (except farm products)            | 208                      | 51,964          | 5,295          | 10.2                        | 51,957                       | -   | 1                        | 3      | 3                        | 4      |
| Hardware  | 22                       | 6,147           | 1,100          | 18.1                        | 6,144                        | -   | 1                        | 3      | -                        | -      |
| Lumber and building materials (other than metal)      | 66                       | 9,119           | 967            | 10.2                        | 9,087                        | 29  | -                        | -      | 1                        | 3      |
| Machinery, equipment and supplies (except electrical) | 139                      | 11,691          | 2,741          | 23.4                        | 11,498                       | 117                                       | -                        | -      | 13                       | 1/ 76  |
| Metals (except scrap)                                 | 18                       | 3,318           | 496            | 14.9                        | 3,316                        | -   | 1                        | 2      | -                        | -      |
| Paper and its products                                | 25                       | 4,355           | 817            | 18.8                        | 4,350                        | 5   | -                        | -      | -                        | -      |
| Petroleum and its products                            | 293                      | 29,417          | 5,805          | 19.7                        | 29,409                       | 5   | 1                        | 3      | -                        | -      |
| Plumbing and heating equipment and supplies           | 16                       | 1,602           | 414            | 25.8                        | 1,595                        | 7   | -                        | -      | -                        | -      |
| Waste materials                                       | 21                       | 1,409           | 315            | 22.4                        | 1,409                        | -   | -                        | -      | -                        | -      |
| All other kinds of business                           | 107                      | 21,314          | 3,434          | 16.1                        | 20,569                       | 11  | -                        | -      | 10                       | 2/ 734 |

1/ Includes 3 establishments dealing in machinery, equipment and supplies with receipts from machine rentals amounting to \$16,000.

2/ Includes 7 exchanges dealing in motion picture films, with income from film rentals of \$724,000.

## WHOLESALE DISTRIBUTION: 1933

19-34  
Census of  
American  
Business

Table 4.—STATE OF OREGON CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS             | ALL ESTABLISHMENTS |                  | ESTABLISHMENTS REPORTING CREDIT SALES |                                       |                  |                                       |                  |                  |   |                 |                  |
|---|--------------------|------------------|---------------------------------------|---------------------------------------|------------------|---------------------------------------|------------------|------------------|---|-----------------|------------------|
|   | Number             | Net sales        | Number                                | Percent of total for kind of business | Net sales        | Percent of total for kind of business | Credit sales     |                  |   | Total Expenses  |                  |
|   |                    |                  |                                       |                                       |                  |                                       | Amount           | Percent of sales | All estab-lish-ments re- port- ing credit sales | Amount          | Percent of sales |
| <b>Total for State</b>                                | <b>1,533</b>       | <b>\$202,146</b> | <b>1,048</b>                          | <b>78.6</b>                           | <b>\$161,541</b> | <b>79.8</b>                           | <b>\$127,805</b> | <b>79.2</b>      | <b>65.2</b>                                     | <b>\$26,482</b> | <b>16.4</b>      |
| <b>WHOLESALESAERS PROPER</b>                          |                    |                  |                                       |                                       |                  |                                       |                  |                  |   |                 |                  |
| <b>Total</b>  | <b>717</b>         | <b>98,486</b>    | <b>573</b>                            | <b>80.0</b>                           | <b>85,252</b>    | <b>84.5</b>                           | <b>68,565</b>    | <b>82.4</b>      | <b>69.6</b>                                     | <b>14,929</b>   | <b>17.9</b>      |
| Amusement and sporting goods                          | 9                  | 455              | 8                                     | 88.9                                  | 441              | 97.4                                  | 326              | 73.9             | 72.0  | 146             | 33.1             |
| Automotive products                                   | 72                 | 3,907            | 65                                    | 90.3                                  | 3,720            | 95.2                                  | 2,805            | 75.4             | 71.8  | 1,056           | 28.4             |
| Chemicals   | 18                 | 1,902            | 16                                    | 88.9                                  | 1,844            | 97.0                                  | 1,619            | 87.8             | 85.1  | 481             | 26.1             |
| Clothing and furnishings                              | 17                 | 916              | 14                                    | 82.4                                  | 856              | 91.3                                  | 808              | 96.7             | 88.2  | 134             | 16.0             |
| Drugs and drugs sundries                              | 9                  | 4,186            | 3                                     | 33.3                                  | 3,850            | 93.1                                  | 3,755            | 97.0             | 90.3  | 666             | 17.4             |
| Dry goods   | 8                  | 2,530            | 8                                     | 100.0                                 | 2,530            | 100.0                                 | 2,487            | 98.3             | 98.3  | 477             | 18.9             |
| Electrical goods                                      | 13                 | 2,479            | 13                                    | 100.0                                 | 2,479            | 100.0                                 | 2,356            | 95.4             | 95.4  | 441             | 17.8             |
| Farm products—raw materials                           | 13                 | 8,421            | 6                                     | 46.2                                  | 983              | 11.7                                  | 872              | 88.7             | 10.4  | 87              | 8.9              |
| Farm products—consumer goods                          | 94                 | 10,650           | 69                                    | 73.4                                  | 8,788            | 82.5                                  | 6,536            | 75.5             | 62.3  | 1,628           | 18.5             |
| Farm supplies   | 25                 | 2,865            | 18                                    | 72.0                                  | 2,527            | 88.2                                  | 1,964            | 77.7             | 68.6  | 555             | 15.3             |
| Furniture and house furnishings                       | 14                 | 1,157            | 10                                    | 71.4                                  | 1,123            | 97.1                                  | 1,052            | 94.6             | 91.6  | 236             | 21.0             |
| Grocery and foods                                     | 146                | 26,375           | 108                                   | 74.0                                  | 24,208           | 91.8                                  | 18,495           | 76.4             | 70.1  | 3,085           | 12.7             |
| Hardware  | 17                 | 5,654            | 16                                    | 94.1                                  | 5,837            | 99.7                                  | 5,453            | 93.4             | 93.1  | 1,090           | 18.7             |
| Jewelry and optical goods                             | 6                  | 325              | 6                                     | 100.0                                 | 325              | 100.0                                 | 310              | 95.4             | 95.4  | 87              | 26.7             |
| Lumber and building materials (other than metal)      | 50                 | 4,195            | 44                                    | 88.0                                  | 2,858            | 68.2                                  | 2,412            | 84.4             | 57.5  | 576             | 20.2             |
| Machinery, equipment and supplies (except electrical) | 86                 | 6,302            | 77                                    | 89.5                                  | 5,989            | 95.0                                  | 5,303            | 88.5             | 84.1  | 1,712           | 28.6             |
| Metals (except scrap)                                 | 7                  | 775              | 6                                     | 85.7                                  | 754              | 97.3                                  | 665              | 88.2             | 85.8  | 228             | 30.2             |
| Paper and its products                                | 17                 | 2,751            | 16                                    | 94.1                                  | 2,745            | 99.8                                  | 2,634            | 96.0             | 95.7  | 572             | 20.8             |
| Petroleum and its products                            | 13                 | 918              | 9                                     | 69.2                                  | 870              | 94.8                                  | 288              | 33.1             | 31.4  | 151             | 17.4             |
| Plumbing and heating equipment and supplies           | 12                 | 1,020            | 12                                    | 100.0                                 | 1,020            | 100.0                                 | 922              | 90.4             | 90.4  | 263             | 25.8             |
| Tobacco and its products                              | 11                 | 3,513            | 8                                     | 72.7                                  | 2,916            | 83.0                                  | 1,914            | 65.6             | 64.5  | 148             | 5.1              |
| Waste materials                                       | 21                 | 1,409            | 11                                    | 52.4                                  | 1,327            | 94.2                                  | 704              | 53.1             | 50.0  | 282             | 21.3             |
| All other kinds of business                           | 39                 | 5,635            | 30                                    | 76.9                                  | 5,282            | 93.7                                  | 4,765            | 90.8             | 84.9  | 1,046           | 19.8             |
| <b>ALL OTHER TYPES</b>                                |                    |                  |                                       |                                       |                  |                                       |                  |                  |   |                 |                  |
| <b>Total</b>  | <b>616</b>         | <b>102,660</b>   | <b>475</b>                            | <b>77.1</b>                           | <b>78,089</b>    | <b>75.3</b>                           | <b>59,240</b>    | <b>75.9</b>      | <b>57.1</b>                                     | <b>11,553</b>   | <b>14.8</b>      |
| Amusement and sporting goods                          | 6                  | (X)              | 3                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)   | (X)             | (X)              |
| Automotive products                                   | 16                 | 3,283            | 15                                    | 93.8                                  | 3,140            | 95.6                                  | 2,503            | 79.7             | 76.2  | 592             | 18.9             |
| Chemicals   | 9                  | 1,344            | 8                                     | 86.9                                  | 1,341            | 99.8                                  | 1,283            | 95.7             | 95.5  | 475             | 35.4             |
| Clothing and furnishings                              | 11                 | (X)              | 8                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)   | (X)             | (X)              |
| Coal  | 1                  | (X)              | 1                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)   | (X)             | (X)              |
| Drugs and drugs sundries                              | 2                  | (X)              | 1                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)   | (X)             | (X)              |
| Dry goods   | 2                  | (X)              | 2                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)   | (X)             | (X)              |
| Electrical goods                                      | 12                 | (X)              | 10                                    | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)   | (X)             | (X)              |
| Farm products—raw materials                           | 28                 | 6,090            | 7                                     | 25.0                                  | 668              | 11.0                                  | 193              | 28.9             | 3.2   | 86              | 8.7              |
| Farm products—consumer goods                          | 56                 | 10,165           | 29                                    | 51.8                                  | 5,357            | 52.7                                  | 4,054            | 76.7             | 39.3  | 1,659           | 16.2             |
| Farm supplies   | 11                 | 719              | 7                                     | 63.6                                  | 375              | 52.2                                  | 227              | 60.2             | 33.0  | 48              | 12.8             |
| Furniture and house furnishings                       | 9                  | 4,161            | 9                                     | 100.0                                 | 4,161            | 100.0                                 | 4,015            | 96.5             | 96.5  | 405             | 9.7              |
| Groceries and foods                                   | 62                 | 25,589           | 47                                    | 75.8                                  | 19,379           | 75.7                                  | 15,547           | 80.2             | 60.8  | 1,579           | 8.1              |
| Hardware  | 5                  | 293              | 3                                     | 60.0                                  | 178              | 60.8                                  | 177              | 99.4             | 60.4  | 5               | 2.8              |
| Jewelry and optical goods                             | 1                  | (X)              | 1                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)   | (X)             | (X)              |
| Lumber and building materials                         | 16                 | 4,326            | 11                                    | 68.8                                  | 3,800            | 77.1                                  | 1,571            | 41.3             | 31.9  | 278             | 7.3              |
| Machinery, eq'pt and supplies                         | 53                 | 5,369            | 48                                    | 90.6                                  | 5,019            | 93.1                                  | 4,765            | 94.9             | 88.4  | 834             | 16.6             |
| Metals (except scrap)                                 | 11                 | 2,543            | 10                                    | 90.9                                  | 2,508            | 98.6                                  | 2,504            | 99.8             | 98.5  | 256             | 10.2             |
| Paper and its products                                | 8                  | (X)              | 6                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)   | (X)             | (X)              |
| Petroleum and its products                            | 280                | 28,499           | 242                                   | 86.4                                  | 24,095           | 84.5                                  | 14,722           | 61.1             | 51.7  | 4,067           | 14.9             |
| Plumbing and heating eq'pt                            | 4                  | 582              | 3                                     | 75.0                                  | 574              | 98.6                                  | 561              | 97.7             | 96.4  | 147             | 25.6             |
| Tobacco and its products                              | 1                  | (X)              | 1                                     | (X)                                   | (X)              | (X)                                   | (X)              | (X)              | (X)   | (X)             | (X)              |
| All other products                                    | 12                 | 2,289            | 6                                     | 50.0                                  | 1,619            | 70.7                                  | 1,445            | 89.3             | 63.1  | 256             | 15.8             |

BUREAU OF THE CENSUS



## WHOLESALE DISTRIBUTION: 1933

13-2-3  
Census of  
American  
Business

Table 5.—STATE OF

OREGON

DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |                  |                 |                          | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |                  |                                       |                 |                  |                               |                                     |                           |                                  |
|---|--------------------|------------------|-----------------|--------------------------|--|------------------|---------------------------------------|-----------------|------------------|-------------------------------|-------------------------------------|---------------------------|----------------------------------|
|   | Number             | Net sales        | Total expenses  | Number of establishments | Percent of total for kind of business          | Net sales        | Percent of total for kind of business | Total expenses  |                  | Sales to retailers for resale | Sales to home consumers (at retail) | Sales to industrial users | Sales to wholesale organizations |
|   |                    |                  |                 |                          |  |                  |                                       | Amount          | Percent of sales |                               |                                     |                           |                                  |
| <b>Total for State</b>                    | <b>1,333</b>       | <b>\$202,146</b> | <b>\$31,111</b> | <b>1,028</b>             | <b>77.1</b>                                    | <b>\$161,164</b> | <b>79.7</b>                           | <b>\$24,440</b> | <b>15.2</b>      | <b>\$103,149</b>              | <b>4,322</b>                        | <b>34,082</b>             | <b>19,611</b>                    |
| <b>WHOLESALESA PROPER</b>                 |                    |                  |                 |                          |  |                  |                                       |                 |                  |                               |                                     |                           |                                  |
| <b>Total</b>                              | <b>71.7</b>        | <b>98,486</b>    | <b>16,179</b>   | <b>651</b>               | <b>90.8</b>                                    | <b>90,473</b>    | <b>91.9</b>                           | <b>14,646</b>   | <b>16.2</b>      | <b>60,063</b>                 | <b>5,237</b>                        | <b>22,363</b>             | <b>4,810</b>                     |
| Amusement and sporting goods              | 9                  | 453              | 157             | 9                        | 100.0  | 453              | 100.0                                 | 157             | 34.7             | 339                           | 46                                  | 68                        | -                                |
| Automotive products                       | 72                 | 3,907            | 1,107           | 63                       | 87.5   | 3,595            | 92.0                                  | 1,039           | 28.9             | 2,756                         | 191                                 | 554                       | 94                               |
| Chemicals                                 | 18                 | 1,902            | 495             | 17                       | 94.4   | 1,849            | 97.2                                  | 484             | 26.2             | 736                           | 80                                  | 914                       | 119                              |
| Clothing and furnishings                  | 17                 | 915              | 147             | 17                       | 100.0  | 915              | 100.0                                 | 147             | 16.0             | 884                           | 21                                  | 11                        | -                                |
| Drugs and drug sundries                   | 9                  | 4,136            | 704             | 7                        | 77.8   | 2,765            | 66.9                                  | 471             | 17.0             | 2,726                         | 28                                  | 8                         | 5                                |
| Dry goods                                 | 8                  | 2,530            | 477             | 8                        | 100.0  | 2,530            | 100.0                                 | 477             | 18.9             | 2,504                         | 21                                  | -                         | 5                                |
| Electrical goods                          | 13                 | 2,479            | 442             | 13                       | 100.0  | 2,479            | 100.0                                 | 442             | 17.8             | 1,997                         | 5                                   | 479                       | 8                                |
| Farm products—raw materials               | 13                 | 8,421            | 329             | 12                       | 92.3   | 8,388            | 99.6                                  | 322             | 3.8              | 566                           | 6                                   | 6,167                     | 1,649                            |
| Farm products—consumer goods              | 94                 | 10,650           | 1,909           | 90                       | 95.7   | 10,550           | 99.1                                  | 1,890           | 17.9             | 9,737                         | 642                                 | 94                        | 77                               |
| Farm supplies                             | 25                 | 2,865            | 370             | 16                       | 64.0   | 2,387            | 83.3                                  | 323             | 13.5             | 1,977                         | 217                                 | 188                       | 5                                |
| Furniture & house furnishings             | 14                 | 1,157            | 243             | 13                       | 92.9   | 1,140            | 98.5                                  | 240             | 21.1             | 1,047                         | 11                                  | 80                        | 2                                |
| Groceries and foods                       | 146                | 26,375           | 3,356           | 145                      | 99.3   | 26,289           | 99.7                                  | 3,323           | 12.6             | 20,514                        | 338                                 | 3,205                     | 2,238                            |
| Hardware                                  | 16                 | 5,654            | 1,091           | 15                       | 88.2   | 5,362            | 60.8                                  | 547             | 15.4             | 2,754                         | 172                                 | 685                       | 11                               |
| Jewelry and optical goods                 | 6                  | 325              | 87              | 6                        | 100.0  | 325              | 100.0                                 | 87              | 26.8             | 320                           | 1                                   | 2                         | 2                                |
| Lumber and building materials             | 80                 | 4,193            | 631             | 30                       | 50.0   | 2,200            | 52.5                                  | 409             | 18.6             | 1,357                         | 205                                 | 446                       | 128                              |
| Machinery eq't. & supplies                | 86                 | 6,302            | 1,794           | 79                       | 91.9   | 5,741            | 91.1                                  | 1,644           | 26.6             | 846                           | 90                                  | 4,572                     | 233                              |
| Metals (except scrap)                     | 7                  | 775              | 233             | 6                        | 85.7   | 644              | 83.1                                  | 195             | 30.3             | 42                            | 26                                  | 476                       | 100                              |
| Paper and its products                    | 17                 | 2,751            | 577             | 15                       | 88.2   | 2,557            | 92.9                                  | 520             | 20.3             | 1,056                         | 597                                 | 903                       | 1                                |
| Petroleum and its products                | 13                 | 918              | 155             | 13                       | 100.0  | 918              | 100.0                                 | 155             | 16.9             | 751                           | 62                                  | 104                       | 1                                |
| Plumbing and heating eq't. & supplies     | 12                 | 1,020            | 263             | 12                       | 100.0  | 1,020            | 100.0                                 | 115             | 30.9             | 600                           | 11                                  | 397                       | 12                               |
| Tobacco and its products                  | 11                 | 3,513            | 166             | 11                       | 100.0  | 3,513            | 100.0                                 | 166             | 4.7              | 3,417                         | 96                                  | -                         | -                                |
| Waste materials                           | 21                 | 1,409            | 315             | 17                       | 81.0   | 1,350            | 95.8                                  | 293             | 21.7             | 102                           | 24                                  | 1,174                     | 80                               |
| All other kinds of business               | 39                 | 5,635            | 1,131           | 37                       | 94.9   | 5,302            | 94.1                                  | 1,000           | 18.9             | 3,045                         | 347                                 | 1,896                     | 14                               |
| <b>ALL OTHER TYPES</b>                    |                    |                  |                 |                          |  |                  |                                       |                 |                  |                               |                                     |                           |                                  |
| <b>Total</b>                              | <b>61.6</b>        | <b>103,660</b>   | <b>14,932</b>   | <b>377</b>               | <b>61.2</b>                                    | <b>70,691</b>    | <b>68.2</b>                           | <b>9,794</b>    | <b>13.9</b>      | <b>43,086</b>                 | <b>1,085</b>                        | <b>11,719</b>             | <b>14,801</b>                    |
| Amusement and sporting goods              | 6                  | (X)              | (X)             | (X)                      | (X)  | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Automotive products                       | 16                 | 3,283            | 608             | 16                       | 100.0  | 3,283            | 100.0                                 | 608             | 18.5             | 2,694                         | 174                                 | 270                       | 145                              |
| Chemicals                                 | 9                  | 1,544            | 475             | 9                        | 100.0  | 1,544            | 100.0                                 | 475             | 35.3             | 886                           | 60                                  | 398                       | -                                |
| Clothing and furnishings                  | 11                 | (X)              | (X)             | (X)                      | (X)  | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Coal                                      | 1                  | (X)              | (X)             | (X)                      | (X)  | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Drugs and drug sundries                   | 2                  | (X)              | (X)             | (X)                      | (X)  | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Dry goods                                 | 2                  | (X)              | (X)             | (X)                      | (X)  | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Electrical goods                          | 12                 | (X)              | (X)             | (X)                      | (X)  | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Farm products—raw materials               | 28                 | 6,090            | 226             | 13                       | 46.4   | 599              | 9.8                                   | 64              | 10.7             | 293                           | 2                                   | 52                        | 252                              |
| Farm products—consumer goods              | 56                 | 10,165           | 2,422           | 45                       | 80.4   | 7,268            | 71.5                                  | 1,963           | 27.0             | 3,967                         | 389                                 | 77                        | 2,835                            |
| Farm supplies                             | 11                 | 719              | 66              | 4                        | 36.4   | 201              | 28.0                                  | 28              | 13.9             | 178                           | 23                                  | -                         | -                                |
| Furniture & house furnishings             | 9                  | 4,161            | 406             | 8                        | 88.9   | 3,985            | 95.0                                  | 372             | 9.4              | 3,908                         | -                                   | 17                        | -                                |
| Groceries and foods                       | 62                 | 25,589           | 1,939           | 58                       | 93.5   | 24,350           | 95.2                                  | 1,860           | 7.6              | 15,826                        | 45                                  | 1,507                     | 6,972                            |
| Hardware                                  | 5                  | 1,293            | 9               | 4                        | 80.0   | 258              | 88.1                                  | 8               | 3.1              | 147                           | 1                                   | 110                       | -                                |
| Jewelry and optical goods                 | 1                  | (X)              | (X)             | (X)                      | (X)  | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Lumber and building materials             | 16                 | 4,926            | 336             | 10                       | 62.5   | 3,793            | 77.0                                  | 197             | 5.2              | 846                           | 10                                  | 812                       | 2,125                            |
| Machinery eq't. & supplies                | 83                 | 5,389            | 947             | 49                       | 92.5   | 3,041            | 56.4                                  | 827             | 27.2             | 743                           | 36                                  | 2,178                     | 62                               |
| Metals (except scrap)                     | 11                 | 2,543            | 263             | 8                        | 72.7   | 2,003            | 78.8                                  | 219             | 10.9             | 1,047                         | 269                                 | 683                       | 4                                |
| Paper and its products                    | 8                  | (X)              | (X)             | (X)                      | (X)  | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Petroleum and its products                | 280                | 28,499           | 5,650           | 106                      | 37.9   | 10,812           | 37.9                                  | 1,827           | 16.9             | 7,849                         | 57                                  | 2,391                     | 515                              |
| Plumbing and heating eq't. & supplies     | 4                  | 582              | 151             | 3                        | 75.0   | 574              | 98.6                                  | 147             | 25.6             | 569                           | 5                                   | -                         | -                                |
| Tobacco and its products                  | 1                  | (X)              | (X)             | (X)                      | (X)  | (X)              | (X)                                   | (X)             | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| All other products                        | 12                 | 2,289            | 343             | 10                       | 83.3   | 2,160            | 94.4                                  | 324             | 15.0             | 1,823                         | -                                   | 337                       | -                                |

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WHOLESALE DISTRIBUTION, 1933

Table 6.—STATE OF OREGON MONTHLY EMPLOYMENT, BY KIND OF BUSINESS  
For States and Cities of 500,000 Population and Over

| Pro-<br>pri-<br>etors<br>firm<br>Kind of Business        | NUMBER AND PROPORTION<br>OF MEN AND WOMEN<br>EMPLOYED |                           |                                    | Employ-<br>ment<br>ratio to<br>average<br>ratio to<br>total | Average<br>number<br>of em-<br>ployees | NUMBER OF EMPLOYEES—BY MONTHS |               |       |       |       |       |       |        |                     |              |                    |                    |
|--|---|---------------------------|------------------------------------|---|--|-------------------------------|---------------|-------|-------|-------|-------|-------|--------|---------------------|--------------|--------------------|--------------------|
|  | Men   |                           | Women                              |   |  | Jan-<br>uary                  | Feb-<br>ruary | March | April | May   | June  | July  | August | Sep-<br>tem-<br>ber | Octo-<br>ber | No-<br>vem-<br>ber | De-<br>cem-<br>ber |
|  | Esti-<br>mated<br>average                             | Esti-<br>mated<br>average | Esti-<br>mated<br>average<br>total |   |  |                               |               |       |       |       |       |       |        |                     |              |                    |                    |
| Total  | 674   | 8,658                     | 2,237                              | 20.5  | 1,000                                  | 6,644                         | 6,619         | 6,708 | 6,621 | 6,645 | 6,247 | 6,651 | 10,146 | 11,296              | 10,674       | 10,674             | 10,059             |
| Amusement and sporting goods                             | 6   | 68                        | 50                                 | 41.7  | 113                                    | 95                            | 96            | 96    | 114   | 113   | 113   | 120   | 120    | 122                 | 121          | 121                | 121                |
| Automotive products                                      | 51  | 500                       | 107                                | 17.6  | 575                                    | 525                           | 515           | 511   | 516   | 516   | 516   | 516   | 516    | 516                 | 516          | 516                | 516                |
| Chemicals  | 9   | 232                       | 44                                 | 13.2  | 302                                    | 277                           | 278           | 272   | 284   | 303   | 308   | 315   | 316    | 317                 | 314          | 318                | 322                |
| Clothing and furnishings                                 | 22  | 46                        | 27                                 | 36.5  | 44                                     | 49                            | 48            | 48    | 42    | 46    | 42    | 46    | 42     | 46                  | 42           | 46                 | 42                 |
| Coal   | 1   | -                         | -                                  | 100.0   | 1                                      | -                             | -             | -     | -     | -     | -     | -     | -      | -                   | -            | -                  | -                  |
| Drugs and drug sundries                                  | 7   | 184                       | 68                                 | 26.4  | 247                                    | 237                           | 236           | 240   | 240   | 235   | 232   | 231   | 231    | 235                 | 237          | 235                | 235                |
| Dry goods  | 2   | 99                        | 11                                 | 10.4  | 109                                    | 106                           | 107           | 109   | 109   | 113   | 112   | 114   | 110    | 110                 | 109          | 109                | 106                |
| Electrical goods   | 5   | 202                       | 58                                 | 22.4  | 230                                    | 229                           | 229           | 231   | 231   | 231   | 231   | 231   | 231    | 231                 | 231          | 231                | 231                |
| Farm products—raw materials                              | 37  | 133                       | 34                                 | 20.2  | 124                                    | 96                            | 96            | 96    | 99    | 99    | 100   | 137   | 147    | 162                 | 156          | 152                | 158                |
| Farm products—consumer goods                             | 84  | 1,346                     | 794                                | 37.1  | 1,438                                  | 1,403                         | 1,386         | 1,417 | 1,417 | 1,417 | 1,337 | 1,337 | 1,337  | 1,337               | 1,337        | 1,337              | 1,337              |
| Farm supplies  | 19  | 159                       | 30                                 | 16.0  | 146                                    | 136                           | 137           | 141   | 140   | 142   | 142   | 142   | 142    | 142                 | 142          | 142                | 142                |
| Furniture and house furnishings                          | 6   | 153                       | 28                                 | 16.1  | 180                                    | 134                           | 127           | 145   | 145   | 145   | 145   | 145   | 145    | 145                 | 145          | 145                | 145                |
| General merchandise                                      | -   | -                         | -                                  | -   | -                                      | -                             | -             | -     | -     | -     | -     | -     | -      | -                   | -            | -                  | -                  |
| Groceries and foods<br>(except farm products)            | 104   | 1,468                     | 301                                | 16.0  | 1,443                                  | 1,431                         | 1,376         | 1,565 | 1,651 | 1,557 | 1,562 | 1,619 | 1,652  | 1,723               | 1,735        | 1,789              | 1,761              |
| Hardware   | 10  | 354                       | 66                                 | 19.0  | 443                                    | 427                           | 428           | 429   | 419   | 429   | 429   | 429   | 429    | 429                 | 429          | 429                | 429                |
| Jewelry and optical goods                                | 3   | 44                        | 11                                 | 19.7  | 54                                     | 40                            | 51            | 41    | 60    | 61    | 61    | 61    | 61     | 61                  | 61           | 61                 | 61                 |
| Lumber and building materials                            | 41  | 367                       | 48                                 | 11.9  | 367                                    | 367                           | 367           | 367   | 367   | 367   | 367   | 367   | 367    | 367                 | 367          | 367                | 367                |
| Machinery, equipment and supplies<br>(except electrical) | 46  | 794                       | 163                                | 16.4  | 856                                    | 813                           | 807           | 800   | 800   | 881   | 864   | 878   | 865    | 892                 | 892          | 904                | 903                |
| Metallic products<br>(except except scrap)               | 4   | 125                       | 15                                 | 9.4   | 110                                    | 102                           | 102           | 102   | 102   | 102   | 102   | 102   | 102    | 102                 | 102          | 102                | 102                |
| Paper and its products                                   | 6   | 181                       | 50                                 | 21.4  | 221                                    | 213                           | 211           | 214   | 216   | 217   | 217   | 217   | 217    | 217                 | 217          | 217                | 217                |
| Petroleum and its products                               | 22  | 1,395                     | 55                                 | 3.6   | 1,438                                  | 1,421                         | 1,424         | 1,474 | 1,525 | 1,359 | 1,382 | 1,408 | 1,464  | 1,609               | 1,614        | 1,474              | 1,428              |
| Printing and heating equipment and<br>supplies           | 5   | 130                       | 25                                 | 16.0  | 146                                    | 139                           | 141           | 139   | 132   | 134   | 130   | 146   | 156    | 168                 | 169          | 128                | 165                |
| Refrigerators, ice products<br>(except leaf)             | 14  | 60                        | 14                                 | 21.4  | 63                                     | 59                            | 59            | 59    | 59    | 59    | 59    | 59    | 59     | 59                  | 59           | 59                 | 59                 |
| Textiles and textile products<br>(except leaf)           | 32  | 138                       | 29                                 | 17.4  | 169                                    | 127                           | 122           | 132   | 130   | 148   | 165   | 163   | 166    | 165                 | 195          | 194                | 190                |
| Waste materials  | 34  | 409                       | 201                                | 32.4  | 576                                    | 517                           | 514           | 517   | 524   | 549   | 567   | 514   | 640    | 650                 | 640          | 597                | 665                |
| All other products                                       | 3   | 4                         | 3                                  | 100.0   | 3                                      | 3                             | 3             | 3     | 3     | 3     | 3     | 3     | 3      | 3                   | 3            | 3                  | 3                  |



## WHOLESALE DISTRIBUTION: 1933

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Table 1.—STATE OF CALIFORNIA SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF<br>ESTABLISH-<br>MENTS |              | NET SALES          |                    | TOTAL EXPENSES   |                     |             | Full-time<br>employees<br>(average) | PAY ROLL         |                        |                 | Stocks on<br>hand<br>(end<br>of<br>year) |
|---|----------------------------------|--------------|--------------------|--------------------|------------------|---------------------|-------------|-------------------------------------|------------------|------------------------|-----------------|--|
|   | 1933                             | 1929         | 1933               | 1929               | Amount           | Percent<br>of sales |             |                                     | Amount           | Percent<br>of<br>sales | Part-time       |  |
|   |                                  |              |                    |                    |                  | 1933                | 1929        |                                     |                  |                        |                 |  |
| <b>THE STATE</b>                        | <b>11,052</b>                    | <b>9,730</b> | <b>\$2,255,256</b> | <b>\$4,146,987</b> | <b>\$328,541</b> | <b>14.6</b>         | <b>10.4</b> | <b>92,049</b>                       | <b>\$145,840</b> | <b>6.5</b>             | <b>\$11,005</b> | <b>\$236,371</b>                         |
| <b>Wholesalers proper</b>               | <b>6,653</b>                     | <b>5,106</b> | <b>988,670</b>     | <b>1,861,883</b>   | <b>166,862</b>   | <b>16.9</b>         | <b>11.8</b> | <b>52,216</b>                       | <b>78,101</b>    | <b>7.9</b>             | <b>3,031</b>    | <b>143,764</b>                           |
| Wholesale merchants                     | 6,198                            | 4,582        | 897,711            | 1,587,749          | 159,564          | 17.8                | 12.8        | 50,566                              | 75,058           | 8.4                    | 2,930           | 136,325                                  |
| Exporters                               | 48                               | 86           | 19,387             | 85,357             | 1,115            | 5.8                 | 3.6         | 201                                 | 425              | 2.2                    | 17              | 1,503                                    |
| Importers                               | 189                              | 190          | 52,799             | 117,510            | 3,754            | 7.1                 | 5.2         | 737                                 | 1,500            | 2.8                    | 45              | 4,950                                    |
| Limited function wholesalers            | 221                              | 256          | 18,773             | 71,157             | 2,329            | 12.4                | 10.9        | 712                                 | 1,118            | 6.0                    | 99              | 986                                      |
| <b>Manufacturers' sales branches</b>    | <b>1,414</b>                     | <b>1,543</b> | <b>465,378</b>     | <b>972,405</b>     | <b>70,389</b>    | <b>15.1</b>         | <b>10.7</b> | <b>15,822</b>                       | <b>27,990</b>    | <b>6.0</b>             | <b>561</b>      | <b>56,977</b>                            |
| With stocks                             | 1,126                            | -            | 380,243            | -                  | 62,873           | 16.5                | -           | 13,952                              | 24,364           | 6.4                    | 510             | 55,967                                   |
| Without stocks                          | 288                              | -            | 85,135             | -                  | 7,516            | 8.8                 | -           | 1,870                               | 3,626            | 4.3                    | 51              | 1,000                                    |
| <b>Agents and brokers</b>               | <b>1,250</b>                     | <b>1,751</b> | <b>262,336</b>     | <b>635,160</b>     | <b>13,006</b>    | <b>5.0</b>          | <b>4.9</b>  | <b>3,318</b>                        | <b>6,148</b>     | <b>2.3</b>             | <b>479</b>      | <b>41,993</b>                            |
| Brokers                                 | 208                              | 219          | 125,337            | 148,190            | 2,599            | 2.2                 | 1.8         | 513                                 | 1,247            | 1.0                    | 43              | 280                                      |
| Commission merchants                    | 181                              | 132          | 51,503             | 93,024             | 4,222            | 8.2                 | 4.7         | 1,111                               | 2,130            | 4.1                    | 230             | 943                                      |
| Export agents                           | 16                               | 18           | 3,887              | 21,466             | 162              | 4.2                 | 2.3         | 41                                  | 73               | 1.9                    | 2               | 4  |
| Import agents                           | 19                               | 3            | 2,672              | 1,135              | 168              | 5.9                 | 3.7         | 31                                  | 83               | 3.1                    | 1               | -  |
| Manufacturers' agents                   | 735                              | 1,088        | 99,979             | 223,624            | 3,903            | 6.5                 | 6.8         | 1,109                               | 1,710            | 2.9                    | 119             | 1,612                                    |
| Selling agents                          | 59                               | 269          | 15,183             | 107,354            | 1,431            | 8.8                 | 7.1         | 404                                 | 702              | 4.3                    | 61              | 6,877                                    |
| Other agents                            | 22                               | 22           | 2,775              | 40,167             | 431              | 15.5                | 2.1         | 109                                 | 202              | 7.3                    | 33              | 277                                      |
| <b>All other types</b>                  | <b>1,735</b>                     | <b>1,320</b> | <b>538,672</b>     | <b>677,539</b>     | <b>78,284</b>    | <b>14.5</b>         | <b>11.2</b> | <b>20,693</b>                       | <b>33,601</b>    | <b>6.2</b>             | <b>6,934</b>    | <b>30,637</b>                            |
| Bulk tank stations 1/                   | 1,009                            | 592          | 221,418            | 242,780            | 35,565           | 16.1                | 14.3        | 6,993                               | 13,154           | 5.9                    | 153             | 7,585                                    |
| Chain store warehouses                  | 41                               | 57           | 62,163             | 77,736             | 3,088            | 5.0                 | 7.5         | 1,020                               | 1,552            | 2.5                    | 32              | 3,887                                    |
| Assemblers and country buyers           | 410                              | 478          | 99,276             | 231,414            | 16,388           | 18.5                | 7.9         | 6,267                               | 9,224            | 9.3                    | 3,622           | 9,737                                    |
| Cooperative marketing<br>associations   | 272                              | 203          | 155,424            | 125,609            | 21,012           | 13.5                | 14.0        | 6,380                               | 9,619            | 6.2                    | 3,123           | 8,938                                    |
| Elevators                               | 3                                | -            | 591                | -                  | 131              | 22.2                | -           | 33                                  | 52               | 8.8                    | 4               | 490                                      |
| <b>LOS ANGELES</b>                      | <b>3,531</b>                     | <b>3,153</b> | <b>660,419</b>     | <b>1,379,989</b>   | <b>94,991</b>    | <b>14.4</b>         | <b>11.5</b> | <b>28,745</b>                       | <b>45,873</b>    | <b>6.9</b>             | <b>1,548</b>    | <b>72,543</b>                            |
| <b>Wholesalers proper</b>               | <b>2,345</b>                     | <b>1,813</b> | <b>325,273</b>     | <b>690,354</b>     | <b>59,440</b>    | <b>18.3</b>         | <b>13.7</b> | <b>19,622</b>                       | <b>30,124</b>    | <b>9.3</b>             | <b>864</b>      | <b>51,573</b>                            |
| Wholesale merchants                     | 2,213                            | 1,532        | 305,606            | 652,950            | 57,282           | 18.7                | 13.9        | 19,285                              | 29,200           | 9.6                    | 828             | 49,487                                   |
| Exporters                               | 12                               | 13           | 4,015              | 12,368             | 355              | 8.8                 | 5.1         | 24                                  | 73               | 1.8                    | 6               | 553                                      |
| Importers                               | 78                               | 61           | 10,484             | 8,614              | 978              | 9.3                 | 11.3        | 236                                 | 413              | 3.9                    | 9               | 1,138                                    |
| Limited function wholesalers            | 62                               | 107          | 5,168              | 16,222             | 825              | 16.0                | 16.1        | 276                                 | 438              | 8.5                    | 19              | 395                                      |
| <b>Manufacturers' sales branches</b>    | <b>495</b>                       | <b>467</b>   | <b>136,828</b>     | <b>302,986</b>     | <b>20,933</b>    | <b>15.3</b>         | <b>12.2</b> | <b>5,743</b>                        | <b>9,689</b>     | <b>7.1</b>             | <b>130</b>      | <b>15,500</b>                            |
| With stocks                             | 380                              | -            | 109,386            | -                  | 17,957           | 16.4                | -           | 4,926                               | 8,146            | 7.4                    | 111             | 15,497                                   |
| Without stocks                          | 115                              | -            | 27,442             | -                  | 2,976            | 10.8                | -           | 817                                 | 1,543            | 5.6                    | 19              | 3  |
| <b>Agents and brokers</b>               | <b>598</b>                       | <b>778</b>   | <b>93,768</b>      | <b>225,897</b>     | <b>4,834</b>     | <b>5.2</b>          | <b>5.2</b>  | <b>1,210</b>                        | <b>2,171</b>     | <b>2.3</b>             | <b>153</b>      | <b>1,136</b>                             |
| Brokers                                 | 99                               | 106          | 42,893             | 56,793             | 1,285            | 3.0                 | 2.3         | 235                                 | 618              | 1.4                    | 16              | 183                                      |
| Commission merchants                    | 56                               | 51           | 16,905             | 35,748             | 1,453            | 8.6                 | 4.5         | 352                                 | 605              | 3.6                    | 67              | 138                                      |
| Export and import agents                | 6                                | 5            | 560                | (X)                | 17               | 3.0                 | (X)         | 3                                   | 7                | 1.3                    | -               | -  |
| Manufacturers' agents                   | 380                              | 502          | 30,849             | 97,481             | 1,758            | 5.7                 | 5.3         | 532                                 | 795              | 2.6                    | 53              | 705                                      |
| Selling agents                          | 25                               | 105          | 1,384              | 22,510             | 134              | 9.7                 | 9.2         | 37                                  | 61               | 4.4                    | 4               | 44                                       |
| Other agents                            | 12                               | 9            | 1,177              | (X)                | 187              | 15.9                | (X)         | 51                                  | 87               | 7.4                    | 13              | 66                                       |
| <b>All other types</b>                  | <b>93</b>                        | <b>75</b>    | <b>104,550</b>     | <b>160,752</b>     | <b>9,784</b>     | <b>9.4</b>          | <b>9.1</b>  | <b>1,970</b>                        | <b>3,889</b>     | <b>3.7</b>             | <b>401</b>      | <b>4,334</b>                             |
| Bulk tank stations                      | 53                               | 26           | 53,368             | 79,243             | 6,022            | 11.3                | 9.9         | 1,238                               | 2,377            | 4.5                    | 27              | 1,456                                    |
| Chain store warehouses                  | 7                                | 27           | 12,657             | 46,551             | 231              | 1.8                 | 7.1         | 114                                 | 136              | 1.1                    | 3               | 741                                      |
| Assemblers and country buyers           | 15                               | 4            | 10,179             | 23,016             | 1,005            | 9.9                 | 5.5         | 134                                 | 476              | 4.7                    | 259             | 250                                      |
| Cooperative marketing<br>associations   | 18                               | -            | 28,346             | -                  | 2,526            | 8.9                 | -           | 484                                 | 900              | 3.2                    | 112             | 1,877                                    |
| Other types                             | -                                | 18           | -                  | 11,942             | -                | -                   | 18.5        | -                                   | -                | -                      | -               | -  |
| <b>SAN FRANCISCO</b>                    | <b>2,696</b>                     | <b>3,154</b> | <b>911,747</b>     | <b>1,784,175</b>   | <b>112,796</b>   | <b>12.4</b>         | <b>8.9</b>  | <b>25,385</b>                       | <b>44,780</b>    | <b>4.9</b>             | <b>1,288</b>    | <b>106,396</b>                           |
| <b>Wholesalers proper</b>               | <b>1,574</b>                     | <b>1,571</b> | <b>409,343</b>     | <b>773,094</b>     | <b>60,130</b>    | <b>14.7</b>         | <b>10.4</b> | <b>15,209</b>                       | <b>25,336</b>    | <b>6.2</b>             | <b>618</b>      | <b>61,916</b>                            |
| Wholesale merchants                     | 1,402                            | 1,363        | 345,619            | 571,191            | 56,502           | 16.2                | 12.6        | 14,422                              | 23,646           | 6.6                    | 764             | 56,474                                   |
| Exporters                               | 35                               | 54           | 15,220             | 71,486             | 709              | 4.7                 | 3.3         | 141                                 | 336              | 2.2                    | 9               | 875                                      |
| Importers                               | 106                              | 125          | 42,239             | 108,542            | 2,749            | 6.5                 | 4.7         | 494                                 | 1,077            | 2.5                    | 38              | 3,790                                    |
| Limited function wholesalers            | 131                              | 29           | 6,265              | 21,775             | 620              | 9.9                 | 3.9         | 152                                 | 277              | 4.4                    | 7               | 177                                      |

## WHOLESALE DISTRIBUTION: 1933

13-99-4  
Census of  
American  
Business

Table 1.—STATE OF CALIFORNIA SUMMARY OF WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

For States and Cities of 100,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT | NUMBER OF<br>ESTABLISH-<br>MENTS |      | NET SALES |           | TOTAL EXPENSES |                     |      | PAY ROLL                                |          |                     | Stocks<br>on hand<br>(end<br>of<br>year) |               |
|---|----------------------------------|------|-----------|-----------|----------------|---------------------|------|---|----------|---------------------|--|---------------|
|   | 1933                             | 1929 | 1933      | 1929      | Amount         | Percent<br>of sales |      | Full-<br>time<br>employees<br>(average) | Total    |                     |  | Part-<br>time |
|   |                                  |      |           |           |                | 1933                | 1929 |   | Amount   | Percent<br>of sales |  |               |
| <b>SAN FRANCISCO (con't)</b>            |                                  |      |           |           |                |                     |      |   |          |                     |  |               |
| Manufacturers' sales branches           | 578                              | 575  | \$275,964 | \$548,789 | \$41,382       | 15.0                | 9.7  | 7,369                                   | \$14,214 | 5.2                 | \$350                                    | \$33,521      |
| With stocks                             | 455                              | -    | 222,533   | -         | 37,482         | 16.8                | -    | 6,596                                   | 12,471   | 5.6                 | -  | 30.6          |
| Without stocks                          | 123                              | -    | 53,551    | -         | 3,900          | 7.3                 | -    | 793                                     | 1,743    | 3.3                 | -  | 24            |
| Agents and brokers                      | 497                              | 847  | 142,840   | 375,501   | 6,028          | 4.2                 | 4.6  | 1,602                                   | 2,942    | 2.1                 | 96                                       | 2,842         |
| Brokers                                 | 75                               | 88   | 73,624    | 85,214    | 1,083          | 1.5                 | 1.3  | 236                                     | 543      | 0.7                 | 13                                       | 59            |
| Commission merchants                    | 40                               | 48   | 20,368    | 40,215    | 1,390          | 6.8                 | 5.2  | 399                                     | 789      | 3.9                 | 9  | 535           |
| Export agents                           | 14                               | 14   | 3,426     | (X)       | 157            | 4.6                 | (X)  | 40                                      | 72       | 2.1                 | 2  | 4             |
| Import agents                           | 14                               | 1    | 2,555     | (X)       | 145            | 5.7                 | (X)  | 29                                      | 77       | 3.0                 | 1  | -             |
| Manufacturers' agents                   | 320                              | 549  | 29,554    | 121,192   | 2,017          | 7.1                 | 7.0  | 535                                     | 857      | 3.0                 | 58                                       | 869           |
| Selling agents                          | 30                               | 158  | 15,117    | 80,999    | 1,059          | 8.1                 | 6.1  | 306                                     | 507      | 3.9                 | 11                                       | 1,178         |
| Other agents                            | 4                                | 11   | 1,375     | 29,556    | 177            | 12.9                | 1.0  | 57                                      | 97       | 7.0                 | 2  | 197           |
| All other types                         | 47                               | 60   | 83,580    | 85,791    | 5,256          | 6.3                 | 8.3  | 1,185                                   | 2,288    | 2.7                 | 44                                       | 8,717         |
| Bulk tank stations                      | 20                               | 12   | 48,651    | 28,224    | 3,465          | 7.2                 | 9.0  | 708                                     | 1,415    | 2.9                 | 11                                       | 531           |
| Chain store warehouses                  | 5                                | 20   | 4,134     | 17,693    | 312            | 7.5                 | 8.9  | 91                                      | 138      | 3.3                 | 2  | 280           |
| Assemblers and country buyers           | 10                               | -    | 18,912    | -         | 556            | 2.9                 | -    | 123                                     | 285      | 1.5                 | 5  | 6,331         |
| Cooperative marketing<br>associations   | 12                               | 12   | 11,083    | 20,464    | 903            | 7.6                 | 2.6  | 253                                     | 450      | 3.8                 | 26                                       | 1,575         |
| Other types                             | -                                | 16   | -         | 19,410    | -              | -                   | 12.8 | -                                       | -        | -                   | -  | -             |
| <b>LONG BEACH</b>                       |                                  |      |           |           |                |                     |      |   |          |                     |  |               |
|   | 172                              | 127  | 16,495    | 33,893    | 2,854          | 17.3                | 12.1 | 935                                     | 1,361    | 8.3                 | 41                                       | 1,415         |
| Wholesalers proper                      | 145                              | 102  | 12,522    | 24,722    | 2,004          | 16.0                | 12.2 | 722                                     | 1,030    | 8.2                 | 39                                       | 1,210         |
| Manufacturers' sales branches           | 15                               | 18   | 1,305     | 6,930     | 280            | 21.5                | 10.3 | 108                                     | 141      | 10.8                | -  | 131           |
| All other types                         | 12                               | 7    | 2,568     | 2,241     | 570            | 21.4                | 15.8 | 105                                     | 190      | 7.1                 | 2  | 74            |
| <b>OAKLAND</b>                          |                                  |      |           |           |                |                     |      |   |          |                     |  |               |
|   | 469                              | 390  | 74,647    | 129,170   | 12,447         | 16.7                | 13.7 | 3,924                                   | 5,790    | 7.8                 | 162                                      | 7,567         |
| Wholesalers proper                      | 354                              | 281  | 35,941    | 71,227    | 7,451          | 20.7                | 14.5 | 2,528                                   | 3,656    | 10.2                | 134                                      | 4,439         |
| Manufacturers' sales branches           | 61                               | 66   | 10,680    | 24,682    | 2,025          | 18.6                | 15.5 | 673                                     | 1,015    | 9.3                 | 12                                       | 1,794         |
| Agents and brokers                      | 32                               | 25   | 5,412     | 2,812     | 432            | 8.0                 | 11.1 | 120                                     | 203      | 3.8                 | 8  | 40            |
| All other types                         | 22                               | 18   | 22,414    | 30,449    | 2,539          | 11.3                | 10.5 | 603                                     | 916      | 4.1                 | 8  | 1,294         |
| <b>SAN DIEGO</b>                        |                                  |      |           |           |                |                     |      |   |          |                     |  |               |
|   | 249                              | 199  | 40,985    | 56,839    | 6,825          | 16.7                | 14.1 | 2,366                                   | 3,511    | 8.6                 | 94                                       | 3,885         |
| Wholesalers proper                      | 199                              | 151  | 26,854    | 39,711    | 4,721          | 17.6                | 14.3 | 1,890                                   | 2,682    | 10.0                | 82                                       | 3,141         |
| Manufacturers' sales branches           | 24                               | 25   | 2,619     | 4,876     | 567            | 21.6                | 10.2 | 169                                     | 255      | 9.7                 | 3  | 285           |
| Agents and brokers                      | 9                                | 13   | 713       | 2,261     | 34             | 4.8                 | 5.7  | 9                                       | 15       | 2.1                 | -  | -             |
| All other types                         | 17                               | 10   | 10,799    | 9,991     | 1,503          | 13.9                | 17.2 | 298                                     | 559      | 5.2                 | 9  | 459           |

1/ The increase in the number of bulk tank stations was due primarily to differences in methods of operating and reporting some large chain organizations.

TABLE 2A. - STATE OF CALIFORNIA  
WHOLESALE DISTRIBUTION, 1933  
NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS  
FOR STATES AND SELECTED CITIES

| Kind of Business                                | THE STATE |                     |           |                     |                  |         |                      |               |                 |       | LOS ANGELES         |           |                     |                  |         |                      |               |                 |       |                     | SAN FRANCISCO |                     |                  |         |                      |               |                 |  |  |  |
|---|-----------|---------------------|-----------|---------------------|------------------|---------|----------------------|---------------|-----------------|-------|---------------------|-----------|---------------------|------------------|---------|----------------------|---------------|-----------------|-------|---------------------|---------------|---------------------|------------------|---------|----------------------|---------------|-----------------|--|--|--|
|   | Total     | Wholesale merchants | Importers | Mfg. ails. branches | Wholesale stocks | Brokers | Commission merchants | Manufacturers | All other types | Total | Wholesale merchants | Importers | Mfg. ails. branches | Wholesale stocks | Brokers | Commission merchants | Manufacturers | All other types | Total | Wholesale merchants | Importers     | Mfg. ails. branches | Wholesale stocks | Brokers | Commission merchants | Manufacturers | All other types |  |  |  |
| <b>Total</b>                                    | 11,052    | 6,195               | 189       | 1,126               | 268              | 208     | 181                  | 725           | 2,130           | 5,531 | 2,213               | 78        | 890                 | 115              | 99      | 85                   | 380           | 210             | 2,695 | 1,402               | 106           | 455                 | 125              | 75      | 40                   | 350           | 175             |  |  |  |
| Amusement and sporting goods                    | 176       | 115                 | 3         | 19                  | 12               | -       | 26                   | -             | 1               | 85    | 83                  | 2         | 9                   | 7                | -       | -                    | 9             | 1               | 74    | 43                  | -             | 9                   | 5                | -       | -                    | 17            | -               |  |  |  |
| Camera and motion picture exp't.                | 16        | 13                  | -         | 1                   | -                | -       | -                    | -             | -               | 6     | 7                   | -         | 1                   | -                | -       | -                    | -             | -               | 5     | 6                   | -             | -                   | -                | -       | -                    | -             | -               |  |  |  |
| Motion picture films                            | 35        | 18                  | -         | 10                  | 10               | -       | -                    | -             | -               | 25    | 14                  | -         | 5                   | 5                | -       | -                    | -             | -               | 13    | 4                   | -             | 5                   | 4                | -       | -                    | -             | -               |  |  |  |
| Sporting goods (general line)                   | 21        | 16                  | -         | -                   | -                | -       | 17                   | -             | -               | 9     | 7                   | -         | -                   | -                | -       | -                    | -             | -               | 13    | 4                   | -             | -                   | -                | -       | -                    | -             |                 |  |  |  |
| Toys, novelties, and fireworks                  | 56        | 35                  | 3         | 1                   | -                | -       | 4                    | -             | -               | 21    | 14                  | 2         | -                   | -                | -       | -                    | -             | -               | 29    | 16                  | -             | 1                   | -                | -       | 12                   | -             |                 |  |  |  |
| All other                                       | 47        | 31                  | 7         | 2                   | -                | -       | 6                    | 1             | 23              | 16    | 1                   | 3         | 1                   | -                | -       | -                    | -             | -               | 21    | 13                  | -             | 3                   | 1                | -       | 4                    | -             |                 |  |  |  |
| Automotive products                             | 747       | 451                 | -         | 55                  | 1                | 1       | 5                    | 32            | 5               | 272   | 282                 | -         | 22                  | 2                | -       | 2                    | 14            | 1               | 182   | 61                  | -             | 26                  | 2                | 1       | 15                   | 1             |                 |  |  |  |
| Automobile & other motor vehicles and parts     | 70        | 65                  | -         | 17                  | 1                | 1       | 1                    | 1             | 1               | 35    | 29                  | -         | 7                   | -                | -       | -                    | -             | -               | 14    | 7                   | -             | 6                   | -                | -       | -                    | 1             |                 |  |  |  |
| Automotive exp't., accessories, tires and tubes | 554       | 489                 | -         | 26                  | 1                | 3       | 30                   | 4             | 181             | 156   | -                   | 8         | -                   | -                | -       | 2                    | 14            | 1               | 93    | 64                  | -             | 12                  | 1                | 1       | 15                   | -             |                 |  |  |  |
| Books   | 125       | 96                  | -         | 22                  | 1                | 1       | 1                    | 1             | 1               | 57    | 48                  | -         | 7                   | 2                | -       | -                    | -             | -               | 19    | 10                  | -             | 8                   | 1                | -       | -                    | -             |                 |  |  |  |
| Chemicals                                       | 274       | 145                 | 3         | 73                  | 12               | 1       | 2                    | 23            | 3               | 113   | 69                  | 1         | 26                  | 7                | 1       | 1                    | 15            | 3               | 70    | 26                  | -             | 27                  | 2                | -       | 13                   | -             |                 |  |  |  |
| Dyes  | 4         | 1                   | -         | 2                   | -                | -       | 2                    | -             | -               | 1     | -                   | -         | -                   | -                | -       | -                    | -             | -               | 2     | 1                   | -             | 1                   | -                | -       | -                    | -             |                 |  |  |  |
| Explosives                                      | 37        | 12                  | -         | 9                   | -                | -       | 16                   | -             | -               | 18    | 6                   | -         | 3                   | -                | -       | -                    | -             | -               | 2     | 1                   | -             | 5                   | -                | -       | -                    | -             |                 |  |  |  |
| Industrial chemicals                            | 3         | 1                   | -         | -                   | -                | -       | 1                    | -             | -               | 1     | -                   | -         | -                   | -                | -       | -                    | -             | -               | 14    | 2                   | -             | 2                   | -                | -       | -                    | -             |                 |  |  |  |
| Naval stores                                    | 162       | 111                 | -         | 47                  | -                | -       | 1                    | -             | -               | 84    | 41                  | 1         | 16                  | 4                | -       | -                    | -             | -               | 95    | 17                  | -             | 12                  | 2                | -       | 4                    | -             |                 |  |  |  |
| Paints and varnishes                            | 63        | 22                  | 2         | 23                  | 6                | 1       | 7                    | 2             | 31              | 11    | 1                   | 7         | 3                   | 1                | -       | -                    | -             | -               | 16    | 6                   | 1             | 8                   | -                | -       | -                    | -             |                 |  |  |  |
| All other                                       | 358       | 188                 | 4         | 50                  | 13               | 1       | 4                    | 32            | 5               | 132   | 102                 | 2         | 25                  | 10               | 1       | 2                    | 46            | 4               | 153   | 61                  | -             | 33                  | 3                | -       | 2                    | 45            |                 |  |  |  |
| Clothing and furnishings (general)              | 10        | 7                   | -         | 1                   | -                | -       | 1                    | -             | -               | 7     | 5                   | -         | 6                   | 1                | -       | -                    | -             | -               | 3     | 3                   | -             | -                   | -                | -       | -                    | -             |                 |  |  |  |
| Clothing, men's and boys'                       | 44        | 20                  | -         | 14                  | 3                | -       | 7                    | -             | -               | 21    | 4                   | -         | 6                   | 1                | -       | -                    | -             | -               | 24    | 11                  | -             | 7                   | 1                | -       | 13                   | -             |                 |  |  |  |
| Clothing, women's and children's                | 99        | 61                  | -         | 1                   | 2                | -       | 1                    | 24            | -               | 52    | 23                  | -         | 1                   | 2                | -       | 1                    | 15            | -               | 24    | 20                  | -             | 1                   | -                | -       | 5                    | -             |                 |  |  |  |
| Furnishings (general line)                      | 15        | 2                   | -         | 6                   | 2                | 1       | 4                    | -             | -               | 5     | 1                   | -         | 2                   | -                | -       | 2                    | -             | -               | 10    | 10                  | -             | 6                   | -                | -       | 12                   | -             |                 |  |  |  |
| Furnishings, men's and boys'                    | 52        | 25                  | 1         | 13                  | 2                | -       | 10                   | 1             | 25              | 14    | -                   | 6         | 1                   | -                | -       | -                    | -             | -               | 25    | 10                  | 1             | 7                   | 1                | -       | 5                    | 1             |                 |  |  |  |
| Furnishings, women's & children's               | 39        | 20                  | 1         | 9                   | 2                | -       | 17                   | -             | 19              | 9     | -                   | 4         | 1                   | -                | -       | -                    | -             | -               | 19    | 11                  | 1             | 4                   | 1                | -       | 2                    | 2             |                 |  |  |  |
| Millinery and millinery supplies                | 54        | 32                  | 2         | 3                   | 1                | -       | 2                    | 13            | 2               | 24    | 21                  | 2         | 4                   | 1                | -       | 1                    | 7             | 1               | 17    | 12                  | -             | 7                   | -                | -       | 7                    | 1             |                 |  |  |  |
| Shoes and other footwear                        | 25        | 15                  | 3         | -                   | 1                | -       | 5                    | 1             | 16              | 6     | 6                   | 1         | -                   | -                | -       | -                    | -             | -               | 23    | 11                  | -             | 2                   | -                | -       | 1                    | 9             |                 |  |  |  |
| Coal  | 20        | 15                  | 3         | -                   | -                | 1       | 1                    | -             | -               | 6     | 4                   | 2         | -                   | -                | -       | -                    | -             | -               | 7     | 5                   | 1             | -                   | -                | -       | 1                    | -             |                 |  |  |  |
| Drugs and drug sundries                         | 153       | 104                 | 2         | 25                  | 7                | 1       | 11                   | 11            | 11              | 71    | 49                  | -         | 0                   | 2                | -       | -                    | -             | -               | 5     | 0                   | -             | 2                   | -                | -       | 1                    | 6             |                 |  |  |  |
| Drugs (general line)                            | 19        | 14                  | -         | 1                   | -                | -       | 1                    | -             | -               | 7     | 4                   | -         | 1                   | -                | -       | -                    | -             | -               | 2     | 17                  | -             | 4                   | -                | -       | 1                    | 2             |                 |  |  |  |
| Drugs (specialty lines)                         | 58        | 40                  | 1         | 9                   | 4                | -       | 1                    | 3             | 20              | 13    | -                   | 2         | 2                   | -                | -       | -                    | -             | -               | 31    | 20                  | -             | 7                   | 2                | -       | 1                    | 1             |                 |  |  |  |
| Patent medicines                                | 16        | 7                   | -         | 6                   | 1                | -       | 3                    | -             | 5               | 3     | -                   | 1         | -                   | -                | -       | -                    | -             | -               | 6     | 2                   | -             | 4                   | 2                | -       | 2                    | -             |                 |  |  |  |
| Toilet articles and preparations                | 53        | 30                  | 1         | 9                   | 3                | -       | 7                    | 3             | 32              | 22    | -                   | 4         | -                   | -                | -       | -                    | -             | -               | 16    | 5                   | 1             | 4                   | 2                | -       | 4                    | -             |                 |  |  |  |
| All other                                       | 17        | 13                  | -         | -                   | -                | -       | -                    | -             | 7               | 6     | -                   | 1         | -                   | -                | -       | -                    | -             | -               | 6     | 4                   | -             | 1                   | -                | -       | -                    | 1             |                 |  |  |  |
| Dry goods (general line)                        | 260       | 153                 | 16        | 30                  | 24               | 1       | 6                    | 117           | 11              | 199   | 75                  | 6         | 17                  | 16               | 1       | -                    | 81            | 1               | 140   | 58                  | 10            | 12                  | 8                | -       | 6                    | 35            |                 |  |  |  |
| Dry goods (specialty lines)                     | 55        | 41                  | 4         | 1                   | 1                | -       | 14                   | -             | 3               | 23    | 17                  | 2         | 1                   | -                | -       | -                    | 2             | 19              | 11    | 2                   | -             | 2                   | -                | -       | 3                    | 3             |                 |  |  |  |
| Knit goods                                      | 39        | 17                  | 6         | 2                   | -                | -       | 14                   | -             | 1               | 16    | 6                   | -         | 2                   | 1                | -       | -                    | 7             | 21              | 10    | -                   | 3             | 1                   | -                | -       | 7                    | -             |                 |  |  |  |
| Notions   | 55        | 11                  | 9         | 7                   | 4                | -       | 5                    | 23            | -               | 31    | 14                  | 4         | 2                   | 3                | -       | -                    | 18            | 32              | 6     | 5                   | 1             | -                   | -                | -       | 1                    | 5             |                 |  |  |  |
| Trunk and suit goods                            | 44        | 32                  | -         | 2                   | 1                | -       | 7                    | -             | 1               | 18    | 21                  | -         | 11                  | 1                | -       | -                    | 52            | 1               | 24    | 5                   | 3             | 5                   | -                | -       | 15                   | 16            |                 |  |  |  |
| All other                                       | 44        | 32                  | -         | 2                   | 1                | -       | 7                    | -             | 2               | 25    | 21                  | -         | 11                  | 1                | -       | -                    | 52            | 1               | 24    | 5                   | 3             | 5                   | -                | -       | 15                   | 16            |                 |  |  |  |

TABLE 2A. - STATE OF CALIFORNIA

WHOLESALE DISTRIBUTION: 1933

NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)

FOR STATES AND SELECTED CITIES

| Kind of Business  | THE STATE |                     |           |                                   |         |                  | LOS ANGELES |                     |           |                                   |         |                  | SAN FRANCISCO |                     |           |                                   |         |                  |     |
|---|-----------|---------------------|-----------|-----------------------------------|---------|------------------|-------------|---------------------|-----------|-----------------------------------|---------|------------------|---------------|---------------------|-----------|-----------------------------------|---------|------------------|-----|
|   | Total     | Wholesale merchants | Importers | Mfg.-els. branches without stocks | Brokers | All other agents | Total       | Wholesale merchants | Importers | Mfg.-els. branches without stocks | Brokers | All other agents | Total         | Wholesale merchants | Importers | Mfg.-els. branches without stocks | Brokers | All other agents |     |
| Electrical goods  | 334       | 202                 | 2         | 59                                | 6       | 1                | 1566        | 90                  | 2         | 24                                | 4       | 2                | 32            | 2                   | 110       | 50                                | 31      | 3                | 2   |
| Electrical appliances, eq't., and supplies              | 243       | 138                 | 2         | 48                                | 7       | 1                | 104         | 58                  | 2         | 18                                | 3       | 1                | 22            | 1                   | 89        | 36                                | 27      | 3                | 2   |
| Radios and radio equipment                              | 74        | 51                  | 7         | 1                                 | 1       | 10               | 39          | 23                  | 3         | 1                                 | 1       | 9                | 2             | 20                  | 13        | 4                                 | 1       | 1                | 1   |
| Refrigerators   | 17        | 13                  | 3         | 1                                 | 1       | 1                | 13          | 9                   | 3         | 1                                 | 1       | 1                | 1             | 1                   | 4         | 1                                 | 4       | 1                | 1   |
| Farm products-raw materials                             | 177       | 84                  | 6         | 1                                 | 15      | 16               | 39          | 21                  | 2         | 5                                 | 2       | 9                | 2             | 60                  | 32        | 4                                 | 7       | 6                | 11  |
| Cotton  | 13        | 5                   | 1         | 7                                 | 1       | 7                | 12          | 5                   | 1         | 1                                 | 1       | 6                | 1             | 11                  | 11        | 1                                 | 3       | 1                | 6   |
| Grain   | 63        | 36                  | 1         | 9                                 | 2       | 16               | 6           | 4                   | 1         | 3                                 | 1       | 1                | 2             | 21                  | 11        | 2                                 | 3       | 1                | 2   |
| Hides, skins, and furs (raw)                            | 35        | 26                  | 2         | 1                                 | 1       | 6                | 10          | 9                   | 1         | 1                                 | 1       | 1                | 1             | 17                  | 12        | 2                                 | 1       | 1                | 2   |
| Horses and mules  | 2         | 1                   | 1         | 1                                 | 1       | 1                | 1           | 1                   | 1         | 1                                 | 1       | 1                | 1             | 1                   | 1         | 1                                 | 1       | 1                | 1   |
| Iron and steel  | 24        | 3                   | 1         | 1                                 | 1       | 13               | 2           | 1                   | 1         | 1                                 | 1       | 1                | 1             | 3                   | 2         | 2                                 | 1       | 2                | 1   |
| Iron (leaf)   | 4         | 3                   | 1         | 1                                 | 1       | 1                | 1           | 1                   | 1         | 1                                 | 1       | 1                | 1             | 1                   | 1         | 1                                 | 1       | 1                | 1   |
| Iron (rod)  | 12        | 3                   | 1         | 1                                 | 1       | 1                | 1           | 1                   | 1         | 1                                 | 1       | 1                | 1             | 1                   | 1         | 1                                 | 1       | 1                | 1   |
| Wool and mohair   | 22        | 7                   | 3         | 1                                 | 1       | 12               | 4           | 2                   | 1         | 1                                 | 1       | 1                | 1             | 9                   | 2         | 2                                 | 4       | 1                | 2   |
| All other   | 22        | 7                   | 3         | 1                                 | 1       | 12               | 4           | 2                   | 1         | 1                                 | 1       | 1                | 1             | 9                   | 2         | 2                                 | 4       | 1                | 2   |
| Farm products-nonfarm goods and products (general line) | 1,701     | 898                 | 5         | 5                                 | 50      | 98               | 402         | 316                 | 3         | 23                                | 36      | 24               | 36            | 173                 | 120       | 2                                 | 10      | 14               | 25  |
| Butter  | 109       | 96                  | 1         | 1                                 | 1       | 3                | 16          | 14                  | 1         | 1                                 | 1       | 1                | 2             | 8                   | 7         | 1                                 | 1       | 1                | 1   |
| Cheese  | 10        | 6                   | 2         | 1                                 | 1       | 1                | 2           | 1                   | 1         | 1                                 | 1       | 1                | 4             | 2                   | 2         | 1                                 | 1       | 1                | 1   |
| Milk and cream  | 36        | 23                  | 3         | 2                                 | 1       | 13               | 3           | 2                   | 2         | 1                                 | 1       | 1                | 4             | 2                   | 2         | 1                                 | 1       | 1                | 1   |
| All other dairy products                                | 57        | 51                  | 3         | 2                                 | 1       | 13               | 6           | 6                   | 1         | 1                                 | 1       | 1                | 2             | 2                   | 2         | 1                                 | 1       | 1                | 1   |
| Poultry and poultry products                            | 239       | 136                 | 1         | 3                                 | 2       | 98               | 33          | 28                  | 2         | 2                                 | 1       | 2                | 22            | 18                  | 3         | 1                                 | 1       | 1                | 4   |
| Meats and meat products                                 | 1,431     | 833                 | 4         | 1                                 | 43      | 92               | 327         | 255                 | 3         | 10                                | 34      | 11               | 20            | 15                  | 15        | 1                                 | 3       | 3                | 3   |
| Fruits and vegetables (fresh)                           | 1,513     | 853                 | 4         | 1                                 | 43      | 92               | 327         | 255                 | 3         | 10                                | 34      | 11               | 19            | 13                  | 13        | 1                                 | 3       | 3                | 3   |
| All other   | 1,513     | 853                 | 4         | 1                                 | 43      | 92               | 327         | 255                 | 3         | 10                                | 34      | 11               | 19            | 13                  | 13        | 1                                 | 3       | 3                | 3   |
| Farm supplies   | 130       | 102                 | 5         | 4                                 | 4       | 2                | 12          | 4                   | 2         | 1                                 | 2       | 1                | 2             | 26                  | 19        | 3                                 | 1       | 1                | 1   |
| Feed  | 76        | 60                  | 2         | 2                                 | 3       | 1                | 11          | 7                   | 1         | 1                                 | 1       | 1                | 5             | 3                   | 1         | 1                                 | 1       | 1                | 1   |
| Fertilizer  | 23        | 15                  | 1         | 1                                 | 1       | 1                | 6           | 4                   | 1         | 1                                 | 1       | 1                | 3             | 1                   | 1         | 1                                 | 1       | 1                | 1   |
| Seeds   | 29        | 22                  | 1         | 1                                 | 1       | 1                | 8           | 7                   | 1         | 1                                 | 1       | 1                | 10            | 1                   | 1         | 1                                 | 1       | 1                | 1   |
| All other   | 3         | 3                   | 1         | 1                                 | 1       | 1                | 1           | 1                   | 1         | 1                                 | 1       | 1                | 1             | 1                   | 1         | 1                                 | 1       | 1                | 1   |
| Furniture and house furnishings                         | 226       | 167                 | 26        | 31                                | 11      | 2                | 6           | 40                  | 13        | 153                               | 89      | 10               | 13            | 4                   | 1         | 4                                 | 23      | 9                | 108 |
| China, glassware, and crockery                          | 32        | 11                  | 5         | 1                                 | 3       | 1                | 13          | 6                   | 1         | 1                                 | 1       | 1                | 5             | 14                  | 3         | 1                                 | 1       | 7                | 17  |
| Paints  | 11        | 5                   | 1         | 1                                 | 1       | 1                | 11          | 11                  | 1         | 1                                 | 1       | 1                | 1             | 6                   | 5         | 3                                 | 1       | 1                | 7   |
| Parfumes  | 72        | 39                  | 5         | 19                                | 4       | 3                | 16          | 40                  | 2         | 4                                 | 1       | 2                | 1             | 13                  | 6         | 5                                 | 3       | 1                | 1   |
| House furnishings                                       | 139       | 87                  | 14        | 10                                | 4       | 2                | 3           | 43                  | 7         | 4                                 | 2       | 1                | 14            | 4                   | 25        | 7                                 | 6       | 2                | 1   |
| Musical instruments & sheet music                       | 13        | 12                  | 1         | 1                                 | 1       | 1                | 7           | 7                   | 1         | 1                                 | 1       | 1                | 1             | 5                   | 4         | 1                                 | 1       | 1                | 1   |
| General merchandise                                     | 18        | 5                   | 2         | 1                                 | 1       | 1                | 4           | 2                   | 1         | 1                                 | 1       | 1                | 1             | 10                  | 1         | 1                                 | 1       | 1                | 5   |
| Groceries and foods                                     | 1,707     | 1,039               | 69        | 193                               | 12      | 66               | 25          | 26                  | 207       | 449                               | 272     | 21               | 37            | 3                   | 44        | 2                                 | 6       | 51               | 452 |
| Groceries (general line)                                | 213       | 127                 | 17        | 1                                 | 1       | 1                | 66          | 26                  | 21        | 1                                 | 1       | 1                | 1             | 45                  | 23        | 54                                | 4       | 37               | 6   |
| Confectionery and soft drinks                           | 200       | 161                 | 1         | 1                                 | 1       | 5                | 15          | 46                  | 34        | 4                                 | 1       | 1                | 1             | 33                  | 10        | 7                                 | 1       | 1                | 4   |
| Fish and sea foods                                      | 110       | 101                 | 1         | 1                                 | 1       | 1                | 3           | 35                  | 29        | 1                                 | 1       | 1                | 1             | 23                  | 24        | 1                                 | 1       | 1                | 1   |
| Meats and meat products                                 | 272       | 248                 | 1         | 20                                | 2       | 1                | 1           | 54                  | 49        | 4                                 | 1       | 1                | 1             | 55                  | 48        | 5                                 | 1       | 1                | 1   |
| Other food and grocery specialties                      | 912       | 462                 | 150       | 156                               | 12      | 76               | 23          | 21                  | 102       | 132                               | 20      | 3                | 39            | 1                   | 7         | 17                                | 1       | 1                | 1   |

Census of American Business  
 TABLE 21. - STATE OF CALIFORNIA  
 WHOLESALE DISTRIBUTION: 1933  
 NUMBER OF WHOLESALE ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS (continued)  
 FOR STATES AND SELECTED CITIES

| Kind of Business                                   | THE STATE |                     |           |                 |                    |         |                      |                 |                 |       | SAN FRANCISCO       |           |                 |                    |         |                      |                 |                 |       |  |
|--|-----------|---------------------|-----------|-----------------|--------------------|---------|----------------------|-----------------|-----------------|-------|---------------------|-----------|-----------------|--------------------|---------|----------------------|-----------------|-----------------|-------|--|
|  | Total     | Wholesale merchants | Importers | With stockrooms | Without stockrooms | Brokers | Commission merchants | Tantrafacturers | All other types | Total | Wholesale merchants | Importers | With stockrooms | Without stockrooms | Brokers | Commission merchants | Tantrafacturers | All other types | Total |  |
| Hardware   | 138       | 71                  | 2         | 14              | 5                  | 1       | 39                   | 4               | 53              | 27    | 1                   | 7         | 1               | 1                  | 1       | 23                   | 3               | 85              | 26    |  |
| Hardware (general line)                            | 36        | 25                  | 1         | 1               | 5                  | 1       | 31                   | 3               | 50              | 20    | 1                   | 6         | 1               | 1                  | 1       | 19                   | 2               | 40              | 16    |  |
| Hardware (specialty lines)                         | 102       | 46                  | 1         | 15              | 5                  | 1       | 8                    | 1               | 3               | 7     | 0                   | 0         | 0               | 0                  | 0       | 4                    | 1               | 4               | 10    |  |
| Jewelry and optical goods                          | 177       | 105                 | 14        | 23              | 8                  | 4       | 20                   | 1               | 77              | 52    | 6                   | 6         | 3               | 4                  | 4       | 4                    | 4               | 81              | 43    |  |
| Jewelry (general line)                             | 13        | 7                   | 2         | 1               | 2                  | 1       | 12                   | 1               | 38              | 32    | 1                   | 1         | 1               | 1                  | 1       | 1                    | 1               | 40              | 27    |  |
| Diamonds and other precious stones                 | 13        | 7                   | 5         | -               | -                  | -       | 1                    | 1               | 6               | 3     | 5                   | -         | -               | -                  | -       | -                    | -               | 7               | 4     |  |
| Other jewelry specialties                          | 37        | 15                  | 4         | 6               | 3                  | 2       | 1                    | 6               | 18              | 9     | 2                   | 2         | 1               | 2                  | 2       | 2                    | 2               | 19              | 6     |  |
| Optical goods                                      | 35        | 15                  | 4         | 16              | 3                  | 1       | 1                    | 11              | 5               | 4     | 2                   | 1         | 2               | 1                  | 1       | 1                    | 1               | 8               | 3     |  |
| Lumber and building materials (other than metal)   | 312       | 192                 | 6         | 39              | 34                 | 6       | 11                   | 24              | 84              | 53    | 4                   | 12        | 8               | -                  | -       | 3                    | 4               | 107             | 49    |  |
| Lumber and millwork                                | 107       | 57                  | 2         | 11              | 12                 | 6       | 1                    | 18              | 26              | 16    | 1                   | 4         | 3               | -                  | -       | 2                    | 2               | 53              | 20    |  |
| Asbestos products                                  | 12        | 6                   | 2         | 3               | 1                  | -       | 2                    | -               | 4               | 1     | 1                   | 1         | 1               | -                  | -       | 1                    | 1               | 7               | 5     |  |
| Bricks and tiles                                   | 27        | 11                  | 2         | 8               | 7                  | -       | 1                    | 3               | 7               | 5     | 1                   | 1         | 1               | -                  | -       | 1                    | 1               | 6               | 1     |  |
| Cement   | 42        | 39                  | -         | 2               | -                  | -       | -                    | 1               | 15              | 14    | -                   | -         | -               | -                  | -       | -                    | -               | 8               | 6     |  |
| Class  | 100       | 74                  | 2         | 6               | 10                 | -       | 7                    | 1               | 25              | 16    | 1                   | 3         | 2               | -                  | -       | 2                    | 1               | 28              | 16    |  |
| All other  | 1,047     | 569                 | 1         | 2,566           | 45                 | 8       | 148                  | 10              | 406             | 206   | -                   | 103       | 19              | 2                  | -       | 72                   | 4               | 357             | 169   |  |
| Machinery, exp't. and supplies (except electrical) | 171       | 84                  | -         | 52              | 5                  | 1       | 24                   | 5               | 73              | 36    | -                   | 17        | 2               | 1                  | -       | 14                   | 3               | 52              | 27    |  |
| Commercial machinery, exp't. and supplies          | 71        | 22                  | -         | 42              | 1                  | -       | 5                    | 1               | 27              | 7     | -                   | 14        | 1               | 1                  | -       | 5                    | -               | 23              | 11    |  |
| Office exp't. and supplies                         | 27        | 16                  | -         | 2               | 2                  | 1       | 6                    | -               | 14              | 9     | -                   | 2         | 1               | 1                  | -       | 2                    | -               | 22              | 11    |  |
| Store exp't. and supplies                          | 73        | 46                  | -         | 8               | 2                  | -       | 13                   | 4               | 32              | 20    | -                   | 2         | -               | -                  | -       | 7                    | 3               | 27              | 13    |  |
| All other  | 42        | 14                  | -         | 16              | 3                  | 1       | 6                    | 2               | 14              | 5     | -                   | 5         | 2               | -                  | -       | 1                    | 1               | 23              | 7     |  |
| Construction machinery, exp't. and supplies        | 6         | 1                   | -         | 2               | 1                  | -       | 1                    | -               | 2               | 2     | -                   | -         | -               | -                  | -       | -                    | -               | 3               | -     |  |
| Construction machinery                             | 10        | 6                   | -         | 3               | -                  | -       | 1                    | -               | 1               | 2     | -                   | 2         | -               | -                  | -       | -                    | -               | 6               | 4     |  |
| Road machinery and exp't.                          | 26        | 7                   | -         | 11              | 2                  | -       | 4                    | 2               | 11              | 2     | -                   | 5         | 2               | -                  | -       | 1                    | 1               | 13              | 3     |  |
| All other  | 43        | 22                  | -         | 14              | 3                  | -       | 4                    | -               | 13              | 6     | -                   | 5         | 1               | -                  | -       | 1                    | -               | 13              | 6     |  |
| Farm and dairy machinery and equipment             | 404       | 253                 | 1         | 168             | 25                 | 2       | 82                   | 3               | 194             | 85    | -                   | 54        | 12              | 1                  | -       | 42                   | -               | 165             | 66    |  |
| Industrial machinery, exp't.                       | 24        | 19                  | -         | 2               | -                  | -       | 4                    | -               | 7               | 3     | -                   | 1         | -               | -                  | -       | 3                    | -               | 10              | 8     |  |
| Bottles and bottling exp't.                        | 13        | 7                   | -         | 2               | -                  | -       | 1                    | -               | 4               | 1     | -                   | 1         | -               | -                  | -       | 1                    | -               | 5               | 3     |  |
| Machine tools                                      | 17        | 9                   | -         | 5               | 2                  | -       | 4                    | -               | 7               | 3     | -                   | 3         | 1               | -                  | -       | 1                    | -               | 11              | 6     |  |
| Mechanical rubber goods                            | 123       | 100                 | -         | 11              | -                  | -       | 11                   | 1               | 31              | 20    | 6                   | -         | -               | -                  | -       | 5                    | -               | 38              | 12    |  |
| Mill and mine supplies (all lines)                 | 318       | 118                 | 1         | 105             | 23                 | 2       | 64                   | 2               | 144             | 59    | -                   | 43        | 11              | 1                  | -       | 34                   | -               | 121             | 39    |  |
| All other  | 119       | 84                  | -         | 28              | 2                  | -       | 5                    | -               | 46              | 29    | -                   | 12        | 1               | -                  | -       | 4                    | -               | 43              | 28    |  |
| Professional equipment and supplies                | 41        | 35                  | -         | 7               | -                  | -       | 1                    | -               | 15              | 10    | -                   | 4         | -               | -                  | -       | 1                    | -               | 12              | 10    |  |
| Surgical, medical & hospital exp't. and supplies   | 32        | 23                  | -         | 6               | 2                  | -       | 3                    | -               | 13              | 7     | -                   | 3         | 1               | -                  | -       | 2                    | -               | 15              | 8     |  |
| All other  | 46        | 28                  | -         | 13              | -                  | -       | 1                    | -               | 18              | 12    | -                   | 5         | -               | -                  | -       | 1                    | -               | 16              | 10    |  |







| Type of Establishment<br>Kind of Business             | Type of Establishment<br>Kind of Business       | Type of Establishment<br>Kind of Business | Type of Establishment<br>Kind of Business | Type of Establishment<br>Kind of Business |
|---|---|---|---|---|
| Imports agents (continued)                            | Sellings agents (continued)                     | Assemblers and country buyers             |   |   |
| Gemset  | Hardware and stationary supplies                | Cotton                                    | 1   | 410                                       |
| Wall paper  | Radio sets                                      | Grain                                     | 1   | 1   |
| Books and periodicals                                 | Stores and ranges (general line)                | Fishes, skins, and furs (raw)             | 1   | 7   |
| Wines and spirituous liquors                          | Tobacco and its products (except leaf)          | Fishes and mules                          | 1   | 3   |
| Miscellaneous kinds of business                       | Forest products (except lumber)                 | Livestock                                 | 9   | 2   |
| Miscellaneous kinds of business                       | Rubber goods (general line)                     | Wool and mohair                           | 2   | 1   |
| Other amusement and sporting goods                    | Miscellaneous kinds of business                 | Other farm products-raw materials         | 1   | 2   |
| Automotive eqpt., accessories and parts               | Other agents                                    | Dairy products (general line)             | 22  | 5   |
| Fires and alarms                                      | Farmhousings, men's and boys'                   | Butter                                    | 1   | 1   |
| Accessories   | Livestock                                       | Cheese                                    | 1   | 1   |
| Toiletry  | Fruits and vegetables (fresh)                   | Milk and cream                            | 3   | 6   |
| Toilet articles and preparations                      | Fertilizers                                     | Other dairy products                      | 1   | 1   |
| Other drugs and drug sundries                         | General merchandise                             | Other dairy products                      | 61  | 3   |
| Dry goods (general line)                              | Other food and grocery specialties              | Meats                                     | 1   | 1   |
| Piece goods   | Other commercial machinery, eqpt., and supplies | Fruits and vegetables (fresh)             | 249                                       | 10  |
| Grain   | Other industrial machinery, eqpt., and supplies | Other farm products-consumer goods        | 3   | 1   |
| Floor coverings                                       | Supplies  | Feed                                      | 2   | 2   |
| Furniture (general line)                              | Miscellaneous kinds of business                 | Fertilizer                                | 1   | 1   |
| Contracting and soft drinks                           | Bulk tank stations (petroleum)                  | Fish and sea foods                        | 1   | 1   |
| Other food and grocery specialties                    | Oil   | Other food and grocery specialties        | 1,009                                     | 20  |
| Hardware (specialty lines)                            | Shoes and other footwear                        | Bags and bagging                          | 41  | 7   |
| Lumber and millwork                                   | Drugs (general line)                            | Cooperative marketing associations        | 4   | 1   |
| Brick and tile  | Dry goods (general line)                        | Livestock                                 | 272                                       | 17  |
| Glass   | Fruits and vegetables (fresh)                   | Other farm products-consumer goods        | 2   | 1   |
| Other lumber and building material (other than metal) | Feed  | Feed                                      | 5   | 1   |
| Other commercial machinery, eqpt., & supplies         | Groceries (general lines)                       | Wool and mohair                           | 2   | 1   |
| Liquor  | Confectionary and soft drinks                   | Dairy products (general line)             | 13  | 2   |
| Paper and its products (specialty lines)              | Other food and grocery specialties              | Milk and cream                            | 3   | 1   |
|   | Hardware (general line)                         | Other dairy products                      | 2   | 2   |
|   |   | Poultry and poultry products              | 35  | 2   |
|   |   | Poultry and poultry products              | 1   | 1   |
|   |   | Fruits and vegetables (fresh)             | 40  | 4   |
|   |   | Other farm products-consumer goods        | 13  | 1   |
|   |   | Other farm products-consumer goods        | 4   | 2   |
|   |   | Other food and grocery specialties        | 4   | 2   |
|   |   | Flowers and nursery stock                 | 1   | 1   |
|   |   | Wines and spirituous liquors              | 1   | 1   |
|   |   | Miscellaneous kinds of business           | 3   | 1   |
|   |   | Elevators (grain)                         | 3   | 1   |

## WHOLESALE DISTRIBUTION: 1933

12-6-4  
Census of  
American  
Business

Table 23.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales   | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL  |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-------------|----------------|-----------------------------|-------------------------------------|-----------|---------------|------------------------------------|
|   |                                       |             | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total     | Part-<br>time |                                    |
| <b>THE STATE</b>  | 11,052                                | \$2,255,256 | \$728,541      | 14.6                        | 92,049                              | \$145,640 | \$11,005      | \$226,871                          |
| Wholesalers proper  | 6,653                                 | 988,670     | 166,862        | 16.9                        | 52,216                              | 76,101    | 3,031         | 143,764                            |
| Manufacturers' sales branches                               | 1,414                                 | 455,278     | 70,389         | 15.1                        | 15,822                              | 27,990    | 561           | 56,977                             |
| Agents and brokers  | 1,250                                 | 262,336     | 13,006         | 5.0                         | 3,218                               | 6,148     | 479           | 4,928                              |
| All other types   | 1,735                                 | 578,872     | 78,284         | 14.5                        | 20,693                              | 23,601    | 6,974         | 80,687                             |
| <b>WHOLESALE MERCHANTS</b>                                  |                                       |             |                |                             |                                     |           |               |                                    |
| Amusement and sporting goods                                | 6,195                                 | 897,711     | 159,564        | 17.8                        | 50,566                              | 75,058    | 2,930         | 186,325                            |
| Cameras and motion picture app't. and supplies              | 115                                   | 15,217      | 2,709          | 17.5                        | 619                                 | 1,061     | 38            | 2,458                              |
| Loving picture films  | 17                                    | 467         | 140            |                             | 42                                  | 81        | 4             | 89                                 |
| Sporting goods (general line)                               | 18                                    | 7,085       | 615            |                             | 86                                  | 268       | 3             | 416                                |
| Toys, novelties, and fireworks                              | 18                                    | 2,986       | 865            |                             | 271                                 | 365       | 4             | 1,001                              |
| All other   | 35                                    | 1,685       | 450            |                             | 157                                 | 235       | 19            | 643                                |
|   | 31                                    | 994         | 239            |                             | 63                                  | 112       | 8             | 290                                |
| Automotive products   | 635                                   | 45,646      | 10,893         | 23.9                        | 4,079                               | 5,831     | 205           | 8,180                              |
| Automobiles and other motor vehicles                        | 50                                    | 16,333      | 2,673          |                             | 890                                 | 1,385     | 89            | 1,348                              |
| Automotive app't., accessories and parts                    | 489                                   | 22,333      | 6,704          |                             | 2,567                               | 3,678     | 103           | 6,062                              |
| Tires and tubes   | 96                                    | 6,980       | 1,516          |                             | 622                                 | 768       | 13            | 770                                |
| Chemicals   | 146                                   | 13,582      | 3,520          | 25.9                        | 1,056                               | 1,626     | 62            | 3,555                              |
| Industrial chemicals  | 12                                    | 2,981       | 535            |                             | 177                                 | 285       | 5             | 458                                |
| Paints and varnishes  | 110                                   | 9,678       | 2,747          |                             | 833                                 | 1,223     | 50            | 2,922                              |
| All other   | 24                                    | 922         | 238            |                             | 46                                  | 118       | 7             | 172                                |
| Clothing and furnishings                                    | 188                                   | 18,164      | 2,955          | 16.3                        | 956                                 | 1,408     | 67            | 2,975                              |
| Clothing, men's and boys'                                   | 20                                    | 1,466       | 343            |                             | 118                                 | 153       | 4             | 654                                |
| Clothing, women's and children's                            | 61                                    | 7,940       | 855            |                             | 240                                 | 348       | 24            | 506                                |
| Furnishings, men's and boys'                                | 25                                    | 2,171       | 327            |                             | 90                                  | 159       | 12            | 579                                |
| Furnishings, women's and children's                         | 20                                    | 1,587       | 413            |                             | 136                                 | 184       | 11            | 352                                |
| Hosiery   | 6                                     | 422         | 55             |                             | 19                                  | 41        | 1             | 97                                 |
| Millinery and millinery supplies                            | 32                                    | 1,423       | 430            |                             | 203                                 | 242       | 12            | 105                                |
| Shoes and other footwear                                    | 15                                    | 2,709       | 436            |                             | 127                                 | 247       | 2             | 633                                |
| All other   | 9                                     | 433         | 86             |                             | 33                                  | 75        | 1             | 89                                 |
| Coal  | 15                                    | 1,114       | 447            | 40.1                        | 102                                 | 228       | 27            | 91                                 |
| Drugs and drug sundries                                     | 104                                   | 30,756      | 6,025          | 19.6                        | 1,722                               | 2,409     | 15            | 6,640                              |
| Drugs (general line)  | 14                                    | 26,779      | 4,907          |                             | 1,428                               | 1,869     | 3             | 6,096                              |
| Drugs (specialty lines)                                     | 40                                    | 962         | 205            |                             | 72                                  | 80        | 3             | 192                                |
| Patent medicines  | 7                                     | 606         | 269            |                             | 32                                  | 150       | -             | 54                                 |
| Toilet articles and preparations                            | 30                                    | 1,210       | 448            |                             | 139                                 | 240       | 9             | 173                                |
| All other   | 13                                    | 1,237       | 200            |                             | 51                                  | 70        | -             | 125                                |
| Dry goods   | 153                                   | 18,646      | 2,830          | 15.2                        | 918                                 | 1,408     | 26            | 4,938                              |
| Dry goods (general line)                                    | 41                                    | 6,482       | 967            |                             | 319                                 | 454       | 11            | 2,468                              |
| Hat goods   | 17                                    | 1,593       | 262            |                             | 92                                  | 110       | 2             | 254                                |
| Hosiery   | 11                                    | 1,143       | 263            |                             | 104                                 | 128       | 3             | 336                                |
| Piece goods   | 52                                    | 7,943       | 1,091          |                             | 301                                 | 550       | 6             | 1,342                              |
| All other   | 32                                    | 1,485       | 247            |                             | 102                                 | 126       | 4             | 488                                |
| Electrical goods  | 202                                   | 22,462      | 5,314          | 23.7                        | 1,755                               | 2,630     | 92            | 3,989                              |
| Electrical appliances, app't. and supplies                  | 138                                   | 17,868      | 3,923          |                             | 1,265                               | 1,916     | 73            | 2,239                              |
| Radio and radio equipment                                   | 51                                    | 2,869       | 705            |                             | 261                                 | 763       | 14            | 325                                |
| Refrigerators   | 13                                    | 2,205       | 686            |                             | 229                                 | 351       | 5             | 425                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALE MERCHANTS (continued)                             |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products—raw materials                                 | 84                                    | 327,971   | 32,879         | 7.5                         | 476                                 | 3904     | 352           | 33,920                             |
| Cotton  | 5                                     | 6,757     | 816            |                             | 74                                  | 97       | 2             | 1,061                              |
| Grain   | 36                                    | 15,888    | 1,000          |                             | 243                                 | 417      | 17            | 1,077                              |
| Hides, skins, and furs (raw)                                | 26                                    | 5,687     | 457            |                             | 115                                 | 238      | 28            | 530                                |
| Livestock   | 4                                     | 617       | 115            |                             | 37                                  | 32       | 4             | 21                                 |
| Tobacco (leaf)  | 2                                     | 20        | 5              |                             | -                                   | -        | -             | 11                                 |
| Wool and mohair   | 3                                     | 1,367     | 89             |                             | 9                                   | 29       | 1             | 244                                |
| All other   | 7                                     | 7,595     | 257            |                             | 38                                  | 94       | -             | 976                                |
| Farm products—consumer goods                                | 888                                   | 124,806   | 27,458         | 22.0                        | 9,522                               | 13,542   | 607           | 2,995                              |
| Dairy products (general line)                               | 85                                    | 22,561    | 8,169          |                             | 2,850                               | 4,705    | 42            | 277                                |
| Cheese  | 6                                     | 442       | 144            |                             | 21                                  | 47       | -             | 75                                 |
| Milk and cream  | 23                                    | 1,579     | 768            |                             | 268                                 | 393      | 6             | 4                                  |
| all other dairy products                                    | 51                                    | 11,378    | 3,616          |                             | 1,169                               | 1,754    | 27            | 247                                |
| Poultry and poultry products                                | 136                                   | 9,287     | 1,206          |                             | 501                                 | 608      | 77            | 265                                |
| Dairy and poultry products                                  | 41                                    | 21,644    | 4,018          |                             | 1,464                               | 2,172    | 73            | 645                                |
| Fruits and vegetables (fresh)                               | 533                                   | 55,132    | 9,365          |                             | 3,192                               | 4,195    | 581           | 1,464                              |
| All other   | 12                                    | 1,783     | 152            |                             | 58                                  | 68       | 1             | 57                                 |
| Farm supplies   | 102                                   | 13,797    | 2,781          | 20.2                        | 847                                 | 1,158    | 70            | 2,310                              |
| Feed  | 60                                    | 9,313     | 1,504          |                             | 424                                 | 590      | 28            | 884                                |
| Fertilizer  | 13                                    | 638       | 228            |                             | 76                                  | 108      | 21            | 79                                 |
| Seeds   | 26                                    | 3,079     | 970            |                             | 321                                 | 417      | 21            | 1,279                              |
| All other   | 3                                     | 767       | 79             |                             | 26                                  | 43       | -             | 68                                 |
| Furniture and house furnishings                             | 167                                   | 10,103    | 2,085          | 20.6                        | 771                                 | 1,084    | 59            | 3,819                              |
| Chairs, glassware and crockery                              | 11                                    | 143       | 43             |                             | 20                                  | 16       | 1             | 154                                |
| Floor coverings   | 18                                    | 4,376     | 654            |                             | 264                                 | 390      | 8             | 2,029                              |
| Furniture   | 39                                    | 868       | 247            |                             | 99                                  | 120      | 7             | 154                                |
| House furnishings (except as specified)                     | 87                                    | 4,297     | 994            |                             | 347                                 | 490      | 39            | 1,312                              |
| Musical instruments and sheet music                         | 12                                    | 419       | 147            |                             | 41                                  | 68       | 4             | 160                                |
| General merchandise   | 5                                     | 4,653     | 1,054          | 22.7                        | 342                                 | 435      | 6             | 1,001                              |
| Groceries and foods (except farm products)                  | 1,099                                 | 260,197   | 34,994         | 13.4                        | 9,826                               | 15,022   | 394           | 34,312                             |
| Groceries (general line)                                    | 127                                   | 85,742    | 7,441          |                             | 2,717                               | 4,247    | 55            | 11,180                             |
| Confectionery and soft drinks                               | 161                                   | 8,613     | 1,774          |                             | 643                                 | 889      | 50            | 699                                |
| Fish and sea foods  | 101                                   | 7,510     | 2,096          |                             | 543                                 | 848      | 25            | 264                                |
| Meats and meat products                                     | 248                                   | 30,535    | 5,496          |                             | 1,809                               | 2,833    | 69            | 1,703                              |
| Other food and grocery specialties                          | 462                                   | 127,797   | 18,187         |                             | 4,114                               | 6,205    | 195           | 20,466                             |
| Hardware  | 71                                    | 22,312    | 5,210          | 23.4                        | 1,914                               | 2,612    | 19            | 9,512                              |
| Hardware (general line)                                     | 25                                    | 16,728    | 3,861          |                             | 1,437                               | 2,107    | 13            | 7,454                              |
| Hardware (specialty lines)                                  | 46                                    | 5,584     | 1,349          |                             | 477                                 | 705      | 6             | 2,058                              |
| Jewelry and optical goods                                   | 105                                   | 6,252     | 1,804          | 28.9                        | 650                                 | 925      | 18            | 2,037                              |
| Jewelry (general line)                                      | 61                                    | 3,936     | 1,188          |                             | 400                                 | 575      | 9             | 1,474                              |
| Clocks and watches  | 7                                     | 84        | 17             |                             | 7                                   | 9        | 1             | 44                                 |
| Diamonds and other precious stones                          | 7                                     | 419       | 46             |                             | 7                                   | 20       | 3             | 122                                |
| Other jewelry specialties                                   | 15                                    | 696       | 104            |                             | 45                                  | 59       | 1             | 145                                |
| Optical goods   | 15                                    | 1,115     | 449            |                             | 191                                 | 262      | 4             | 252                                |
| Lumber and building materials (other than metal)            | 192                                   | 25,455    | 7,298          | 28.7                        | 2,458                               | 3,625    | 294           | 6,647                              |
| Lumber and millwork   | 57                                    | 8,710     | 2,296          |                             | 897                                 | 1,202    | 82            | 3,411                              |
| Asbestos products   | 6                                     | 413       | 131            |                             | 45                                  | 59       | 10            | 113                                |
| Brick and tile  | 5                                     | 59        | 29             |                             | 11                                  | 14       | 4             | 19                                 |
| Cement  | 11                                    | 3,698     | 726            |                             | 136                                 | 236      | 65            | 263                                |
| Glass   | 39                                    | 1,442     | 510            |                             | 187                                 | 263      | 24            | 464                                |
| All other   | 74                                    | 11,133    | 3,606          |                             | 1,182                               | 1,751    | 109           | 2,377                              |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALE MERCHANTS (continued)                             |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (except electrical)       | 569                                   | \$49,696  | \$12,446       | 25.0                        | 4,082                               | \$6,485  | \$236         | \$14,675                           |
| Commercial machinery, equipment and supplies                | 84                                    | 6,213     | 1,976          |                             | 661                                 | 967      | 45            | 1,560                              |
| Office equipment and supplies (except furniture)            | 22                                    | 869       | 297            |                             | 113                                 | 169      | 10            | 215                                |
| Store equipment and supplies                                | 16                                    | 561       | 202            |                             | 94                                  | 101      | 10            | 76                                 |
| All other   | 46                                    | 4,783     | 1,477          |                             | 454                                 | 697      | 25            | 1,269                              |
| Construction machinery, equipment and supplies              | 14                                    | 1,573     | 386            |                             | 105                                 | 194      | 7             | 475                                |
| Road machinery and equipment                                | 6                                     | 282       | 83             |                             | 25                                  | 33       | 1             | 94                                 |
| All other   | 8                                     | 1,291     | 303            |                             | 80                                  | 161      | 6             | 381                                |
| Farm and dairy machinery and equipment                      | 22                                    | 2,453     | 537            |                             | 178                                 | 270      | 10            | 687                                |
| Industrial machinery, eqpt., and supplies                   | 253                                   | 24,942    | 5,553          |                             | 1,802                               | 2,940    | 143           | 8,148                              |
| Bottles and bottling equipment                              | 19                                    | 1,564     | 239            |                             | 104                                 | 117      | 3             | 246                                |
| Machine tools   | 7                                     | 379       | 126            |                             | 35                                  | 78       | 1             | 197                                |
| Mechanical rubber goods                                     | 9                                     | 791       | 224            |                             | 66                                  | 126      | 13            | 183                                |
| Mill and mine supplies (general line)                       | 100                                   | 16,080    | 3,164          |                             | 1,072                               | 1,726    | 86            | 5,722                              |
| All other   | 118                                   | 6,128     | 1,800          |                             | 525                                 | 893      | 40            | 1,800                              |
| Professional equipment and supplies                         | 84                                    | 5,711     | 1,683          |                             | 608                                 | 918      | 10            | 1,659                              |
| Dental  | 33                                    | 2,080     | 685            |                             | 250                                 | 374      | 3             | 774                                |
| Surgical, medical and hospital                              | 23                                    | 929       | 316            |                             | 103                                 | 150      | 2             | 266                                |
| All other   | 28                                    | 2,702     | 682            |                             | 255                                 | 394      | 5             | 619                                |
| Service equipment and supplies                              | 75                                    | 5,462     | 1,459          |                             | 441                                 | 733      | 5             | 960                                |
| Barber and beauty parlor                                    | 38                                    | 2,527     | 824            |                             | 276                                 | 421      | 2             | 452                                |
| Laundry   | 7                                     | 460       | 102            |                             | 20                                  | 47       | 1             | 130                                |
| All other   | 30                                    | 2,475     | 533            |                             | 145                                 | 265      | 2             | 378                                |
| Transportation equipment and supplies                       | 37                                    | 3,342     | 852            |                             | 286                                 | 463      | 16            | 1,186                              |
| Aircraft and aeronautical                                   | 6                                     | 380       | 149            |                             | 72                                  | 103      | -             | 100                                |
| All other   | 31                                    | 2,962     | 703            |                             | 214                                 | 360      | 16            | 1,086                              |
| Metals (except scrap)                                       | 88                                    | 6,855     | 1,744          | 25.4                        | 541                                 | 929      | 67            | 2,736                              |
| Iron and steel  | 56                                    | 5,656     | 1,494          |                             | 467                                 | 803      | 55            | 2,463                              |
| Sheet metal products  | 15                                    | 262       | 65             |                             | 19                                  | 28       | 7             | 60                                 |
| All other   | 17                                    | 937       | 185            |                             | 55                                  | 98       | 5             | 223                                |
| Paper and its products                                      | 106                                   | 22,670    | 4,764          | 21.0                        | 1,759                               | 2,740    | 41            | 4,587                              |
| Paper and its products (general line)                       | 40                                    | 16,213    | 3,121          |                             | 1,099                               | 1,822    | 23            | 3,045                              |
| Paper and its products (specialty lines)                    | 40                                    | 3,158     | 761            |                             | 254                                 | 391      | 8             | 729                                |
| Stationery and stationery supplies                          | 16                                    | 2,895     | 731            |                             | 355                                 | 473      | 8             | 734                                |
| Wall paper  | 10                                    | 404       | 151            |                             | 41                                  | 54       | 2             | 79                                 |
| Petroleum and its products                                  | 107                                   | 20,124    | 3,156          | 15.7                        | 922                                 | 1,555    | 31            | 1,264                              |
| Plumbing and heating equipment and supplies                 | 116                                   | 11,178    | 2,948          | 26.4                        | 955                                 | 1,617    | 45            | 3,361                              |
| Heating equipment (general line)                            | 5                                     | 441       | 216            |                             | 108                                 | 155      | 6             | 101                                |
| Pipe, valves, and fittings                                  | 17                                    | 2,166     | 599            |                             | 163                                 | 296      | 6             | 812                                |
| Plumbing and heating equipment (general line)               | 46                                    | 6,184     | 1,441          |                             | 480                                 | 799      | 21            | 1,937                              |
| Stoves and ranges   | 7                                     | 306       | 74             |                             | 21                                  | 38       | -             | 68                                 |
| All other   | 41                                    | 2,081     | 618            |                             | 193                                 | 329      | 12            | 443                                |
| Tobacco and its products (except leaf)                      | 97                                    | 67,513    | 5,831          | 8.6                         | 814                                 | 1,184    | 22            | 2,474                              |

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|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALE MERCHANTS (continued)</b>                      |                                       |           |                |                             |                                     |          |               |                                    |
| Waste materials   | 150                                   | 36,971    | \$1,723        | 24.7                        | 785                                 | \$777    | \$36          | \$987                              |
| Iron and steel scrap  | 16                                    | 442       | 142            | 44                          | 51                                  | 3        |               | 139                                |
| Junk and scrap (general line)                               | 116                                   | 4,267     | 1,026          | 444                         | 402                                 | 28       |               | 749                                |
| Waste paper, rags and rubber                                | 18                                    | 2,262     | 555            | 297                         | 324                                 | 7        |               | 99                                 |
| All other products  | 691                                   | 43,611    | 7,226          | 16.6                        | 2,674                               | 3,563    | 199           | 6,872                              |
| Bags and bagging  | 15                                    | 3,232     | 320            | 288                         | 365                                 | 26       |               | 616                                |
| Beer  | 62                                    | 5,036     | 751            | 285                         | 252                                 | 18       |               | 297                                |
| Books and periodicals                                       | 9                                     | 648       | 170            | 46                          | 94                                  | 14       |               | 154                                |
| Cordage and twine   | 3                                     | 397       | 46             | 5                           | 11                                  | 1        |               | 74                                 |
| Flowers and nursery stock                                   | 237                                   | 2,478     | 561            | 199                         | 224                                 | 27       |               | 246                                |
| Forest products (except lumber)                             | 58                                    | 8,536     | 565            | 189                         | 323                                 | 30       |               | 531                                |
| Leather   | 9                                     | 1,554     | 193            | 46                          | 79                                  | 3        |               | 242                                |
| Leather goods   | 29                                    | 1,708     | 469            | 202                         | 264                                 | 15       |               | 736                                |
| Newspapers and magazines                                    | 22                                    | 3,866     | 770            | 442                         | 599                                 | 8        |               | 403                                |
| Oils and greases (animal and vegetable)                     | 3                                     | 64        | 11             | 2                           | 6                                   | -        |               | 10                                 |
| Wines and spiritous liquors                                 | 146                                   | 9,174     | 1,282          | 376                         | 550                                 | 33       |               | 2,326                              |
| Miscellaneous kinds of business                             | 98                                    | 6,856     | 1,848          | 624                         | 896                                 | 29       |               | 1,237                              |
| <b>EXPORTERS</b>  | 48                                    | 19,387    | 1,115          | 5.8                         | 201                                 | 425      | 17            | 1,503                              |
| Farm products—raw materials                                 | 9                                     | 5,052     | 125            | 2.5                         | 21                                  | 44       | 1             | 1,187                              |
| Grain   | 4                                     | 3,941     | 75             | 17                          | 40                                  | 1        |               | 711                                |
| All other   | 5                                     | 1,111     | 50             | 4                           | 4                                   | -        |               | 476                                |
| Farm products—consumer goods                                | 5                                     | 1,014     | 48             | 4.7                         | 8                                   | 19       | 1             | 17                                 |
| General merchandise   | 3                                     | 1,750     | 122            | 7.0                         | 27                                  | 70       | -             | 7                                  |
| Groceries and foods (except farm products)                  | 14                                    | 3,728     | 202            | 5.4                         | 75                                  | 95       | -             | 160                                |
| Petroleum and its products                                  | 3                                     | 2,949     | 333            | 11.3                        | 22                                  | 84       | 9             | 84                                 |
| All other kinds of business                                 | 14                                    | 4,894     | 285            | 5.8                         | 48                                  | 113      | 6             | 48                                 |
| <b>IMPORTERS</b>  | 189                                   | 52,799    | 3,754          | 7.1                         | 737                                 | 1,500    | 45            | 4,950                              |
| Amusement and sporting goods                                | 3                                     | 72        | 18             | 25.0                        | 5                                   | 10       | -             | 13                                 |
| Chemicals   | 3                                     | 244       | 23             | 9.4                         | 4                                   | 8        | -             | 19                                 |
| Clothing and furnishings                                    | 4                                     | 347       | 16             | 4.6                         | 3                                   | 6        | 2             | 4                                  |
| Coal  | 3                                     | 434       | 20             | 6.9                         | 6                                   | 11       | -             | 101                                |
| Dry goods   | 18                                    | 1,671     | 223            | 13.3                        | 71                                  | 123      | 3             | 362                                |
| Dry goods (general line)                                    | 4                                     | 1,053     | 138            | 13                          | 41                                  | 89       | -             | 235                                |
| Notions   | 9                                     | 325       | 42             | 19                          | 19                                  | 26       | 2             | 59                                 |
| Piece goods   | 5                                     | 292       | 43             | 11                          | 11                                  | 18       | 1             | 88                                 |
| Farm products—raw materials                                 | 6                                     | 660       | 72             | 10.9                        | 13                                  | 35       | 1             | 36                                 |
| Farm products—consumer goods                                | 5                                     | 2,581     | 41             | 1.6                         | 15                                  | 31       | -             | 21                                 |
| Farm supplies   | 5                                     | 5,755     | 437            | 8.2                         | 78                                  | 146      | 19            | 484                                |
| Furniture and house furnishings                             | 26                                    | 942       | 194            | 19.5                        | 57                                  | 76       | 6             | 290                                |
| China, glassware and crockery                               | 5                                     | 187       | 39             | 14                          | 19                                  | 1        |               | 24                                 |
| House furnishings (except floor covering and furniture)     | 14                                    | 663       | 117            | 34                          | 46                                  | 3        |               | 180                                |
| All other   | 7                                     | 93        | 28             | 9                           | 11                                  | 2        |               | 86                                 |
| Groceries and foods (except farm products)                  | 59                                    | 34,235    | 1,954          | 5.7                         | 356                                 | 770      | 12            | 2,592                              |
| Jewelry and optical goods                                   | 14                                    | 464       | 85             | 18.3                        | 21                                  | 42       | 1             | 639                                |
| Jewelry (general line)                                      | 3                                     | 159       | 30             | 6                           | 12                                  | 1        |               | 84                                 |
| Diamonds and other precious stones                          | 5                                     | 159       | 26             | 5                           | 13                                  | -        |               | 141                                |
| Other jewelry specialties                                   | 6                                     | 146       | 29             | 10                          | 17                                  | -        |               | 24                                 |
| Lumber and building materials (other than metal)            | 6                                     | 507       | 197            | 38.9                        | 23                                  | 40       | -             | 62                                 |
| Metals (except scrap)                                       | 4                                     | 748       | 96             | 13.1                        | 13                                  | 41       | -             | 29                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>establish-<br>ments | Net sales | TOTAL EXPENSES |                             |                                     | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                  |           | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total    | Part-<br>time |                                    |
| <b>IMPORTERS (continued)</b>                                |                                  |           |                |                             |                                     |          |               |                                    |
| All other kinds of business                                 | 33                               | \$4,558   | 4775           | 8.3                         | 112                                 | \$151    | 31            | 3668                               |
| Wines and spiritous liquors                                 | 10                               | 498       | 58             |                             | 21                                  | 26       | -             | 341                                |
| Miscellaneous   | 23                               | 4,040     | 318            |                             | 91                                  | 125      | 1             | 327                                |
| <b>LIMITED FUNCTION WHOLESALERS</b>                         |                                  |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 221                              | 18,773    | 2,329          | 12.4                        | 712                                 | 1,118    | 39            | 986                                |
| Dry goods   | 4                                | 47        | 13             | 27.7                        | 7                                   | 6        | -             | 2                                  |
| Electrical goods  | 4                                | 212       | 11             | 5.2                         | 2                                   | 7        | -             | 3                                  |
| Farm products—consumer goods                                | 4                                | 47        | 10             | 21.3                        | 5                                   | 7        | -             | 4                                  |
| Dairy products (general line)                               | 29                               | 482       | 135            | 28.0                        | 35                                  | 45       | 2             | 1                                  |
| Fruits and vegetables (fresh)                               | 5                                | 160       | 78             |                             | 20                                  | 30       | 1             | -                                  |
| All other   | 18                               | 229       | 41             |                             | 11                                  | 11       | 1             | 1                                  |
| Furniture and house furnishings                             | 6                                | 73        | 16             |                             | 4                                   | 5        | -             | -                                  |
| Groceries and foods (except farm products)                  | 3                                | 194       | 12             | 6.2                         | 1                                   | 9        | -             | 1                                  |
| Groceries (general line)                                    | 116                              | 12,955    | 1,532          | 11.8                        | 520                                 | 818      | 22            | 925                                |
| Confectionery and soft drinks                               | 63                               | 7,137     | 407            |                             | 113                                 | 167      | -             | 570                                |
| Other food and grocery specialties                          | 13                               | 1,524     | 391            |                             | 128                                 | 160      | 5             | 77                                 |
| Lumber and building materials (other than metal)            | 40                               | 4,294     | 744            |                             | 279                                 | 491      | 17            | 278                                |
| Petroleum and its products                                  | 6                                | 2,663     | 302            | 11.3                        | 36                                  | 81       | 2             | -                                  |
| All other kinds of business                                 | 18                               | 1,200     | 108            | 9.0                         | 25                                  | 23       | 1             | 11                                 |
| Beer  | 37                               | 973       | 205            | 21.2                        | 81                                  | 111      | 12            | 39                                 |
| Leather goods   | 7                                | 31        | 9              |                             | 3                                   | 3        | -             | 2                                  |
| Wines and spiritous liquors                                 | 3                                | 258       | 40             |                             | 11                                  | 29       | 1             | -                                  |
| Miscellaneous   | 8                                | 95        | 14             |                             | 5                                   | 5        | -             | 4                                  |
|   | 19                               | 589       | 143            |                             | 62                                  | 74       | 11            | 73                                 |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                  |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 1,126                            | 360,243   | 62,873         | 16.5                        | 13,952                              | 24,354   | 510           | 55,967                             |
| Moving picture films  | 19                               | 5,537     | 917            | 16.4                        | 314                                 | 536      | -             | 341                                |
| All other   | 10                               | 4,815     | 705            |                             | 249                                 | 441      | -             | 57                                 |
| Automotive products   | 9                                | 782       | 212            |                             | 66                                  | 95       | -             | 284                                |
| Automobiles and other motor vehicles                        | 65                               | 23,220    | 3,724          | 16.0                        | 926                                 | 1,652    | 18            | 3,074                              |
| Automotive eq't., accessories and parts                     | 17                               | 7,890     | 1,333          |                             | 362                                 | 633      | 7             | 1,190                              |
| Tires and tubes   | 26                               | 2,117     | 602            |                             | 245                                 | 292      | 4             | 578                                |
| Chemicals   | 22                               | 12,223    | 1,789          |                             | 319                                 | 727      | 7             | 1,306                              |
| Industrial chemicals  | 79                               | 16,754    | 3,570          | 21.3                        | 877                                 | 1,467    | 21            | 2,528                              |
| Paints and varnishes  | 9                                | 5,254     | 754            |                             | 126                                 | 293      | 12            | 754                                |
| All other   | 45                               | 5,175     | 1,806          |                             | 564                                 | 810      | 5             | 1,450                              |
| Clothing and furnishings                                    | 25                               | 5,175     | 1,000          |                             | 187                                 | 384      | 4             | 314                                |
| Clothing, men's and boys'                                   | 60                               | 12,511    | 1,696          | 13.6                        | 480                                 | 944      | 19            | 2,459                              |
| Furnishings (general line)                                  | 14                               | 4,288     | 292            |                             | 207                                 | 285      | 1             | 1,304                              |
| Furnishings, men's and boys'                                | 6                                | 1,617     | 272            |                             | 46                                  | 129      | -             | 241                                |
| Furnishings, women's and children's                         | 13                               | 2,246     | 292            |                             | 85                                  | 185      | 3             | 331                                |
| Hosiery   | 9                                | 1,174     | 198            |                             | 52                                  | 105      | 1             | 239                                |
| Shoes and other footwear                                    | 11                               | 2,361     | 244            |                             | 42                                  | 116      | 8             | 175                                |
| All other   | 3                                | 645       | 189            |                             | 41                                  | 103      | 1             | 162                                |
| Drugs and drug sundries                                     | 4                                | 180       | 39             |                             | 7                                   | 21       | 5             | 6                                  |
| Drugs (specialty lines)                                     | 26                               | 6,645     | 2,131          | 31.1                        | 308                                 | 809      | 2             | 560                                |
| Patent medicines  | 9                                | 2,438     | 1,303          |                             | 217                                 | 590      | -             | 239                                |
| Toilet articles and preparations                            | 5                                | 1,558     | 657            |                             | 34                                  | 122      | 1             | 111                                |
| All other   | 9                                | 1,425     | 218            |                             | 42                                  | 66       | 1             | 90                                 |
|   | 3                                | 364       | 53             |                             | 15                                  | 31       | -             | 60                                 |



## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WITH STOCKS (continued)</b>                              |                                       |           |                |                             |                                     |          |               |                                    |
| Dry goods   | 30                                    | \$5,449   | \$723          | 13.3                        | 239                                 | \$368    | \$1           | \$651                              |
| Knit goods  | 6                                     | 649       | 102            |                             | 43                                  | 42       |               | 133                                |
| Notions   | 7                                     | 1,260     | 325            |                             | 128                                 | 191      | -             | 132                                |
| Piece goods   | 14                                    | 2,707     | 185            |                             | 50                                  | 104      | -             | 280                                |
| All other   | 3                                     | 833       | 111            |                             | 18                                  | 31       | -             | 106                                |
| Electrical goods  | 58                                    | 21,042    | 3,220          | 15.3                        | 1,099                               | 1,841    | 3             | 3,103                              |
| Electrical appliances, eqp't. and supplies                  | 48                                    | 17,185    | 2,867          |                             | 1,010                               | 1,637    | 2             | 2,606                              |
| Radios and radio equipment                                  | 7                                     | 3,570     | 306            |                             | 79                                  | 135      | 1             | 381                                |
| Refrigerators   | 3                                     | 287       | 47             |                             | 10                                  | 18       | -             | 116                                |
| Farm products-consumer goods                                | 5                                     | 1,919     | 577            | 30.1                        | 43                                  | 64       | -             | 284                                |
| Farm supplies   | 4                                     | 3,024     | 339            | 11.2                        | 161                                 | 247      | -             | 579                                |
| Furniture and house furnishings                             | 31                                    | 9,325     | 1,228          | 13.2                        | 362                                 | 599      | 6             | 1,698                              |
| Floor coverings   | 11                                    | 6,013     | 492            |                             | 172                                 | 288      | 1             | 1,165                              |
| Furniture   | 9                                     | 2,285     | 501            |                             | 115                                 | 189      | 1             | 351                                |
| All other   | 11                                    | 1,027     | 235            |                             | 75                                  | 122      | 4             | 182                                |
| Groceries and foods (except farm products)                  | 193                                   | 122,104   | 17,368         | 14.2                        | 3,047                               | 5,466    | 274           | 16,958                             |
| Confectionery and soft drinks                               | 17                                    | 4,373     | 1,052          |                             | 158                                 | 295      | 2             | 279                                |
| Meats and meat products                                     | 20                                    | 15,314    | 1,864          |                             | 711                                 | 1,044    | 10            | 715                                |
| Other food and grocery specialties                          | 156                                   | 102,417   | 14,452         |                             | 2,178                               | 4,127    | 262           | 15,964                             |
| Hardware  | 16                                    | 1,018     | 281            | 27.6                        | 70                                  | 135      | 1             | 533                                |
| Jewelry and optical goods                                   | 23                                    | 2,163     | 769            | 35.6                        | 283                                 | 410      | -             | 520                                |
| Optical goods   | 16                                    | 1,375     | 522            |                             | 148                                 | 271      | -             | 347                                |
| All other   | 7                                     | 788       | 247            |                             | 135                                 | 139      | -             | 173                                |
| Lumber and building materials (other than metal)            | 39                                    | 11,731    | 2,195          | 18.7                        | 610                                 | 1,049    | 11            | 2,166                              |
| Lumber and millwork   | 11                                    | 5,115     | 778            |                             | 92                                  | 205      | 9             | 322                                |
| Asbestos products   | 3                                     | 1,725     | 354            |                             | 82                                  | 198      | -             | 17                                 |
| Brick and tile  | 11                                    | 1,140     | 308            |                             | 70                                  | 169      | 1             | 785                                |
| Glass   | 8                                     | 1,087     | 54             |                             | 10                                  | 39       | -             | 81                                 |
| All other   | 6                                     | 2,564     | 701            |                             | 356                                 | 438      | 1             | 961                                |
| Machinery, equipment and supplies (except electrical)       | 266                                   | 33,927    | 8,722          | 25.7                        | 2,675                               | 4,302    | 62            | 9,399                              |
| Commercial machinery, eqp't. and supplies                   | 52                                    | 3,648     | 1,350          |                             | 687                                 | 867      | 7             | 695                                |
| Office equipment and supplies (except furniture)            | 42                                    | 3,090     | 1,139          |                             | 629                                 | 769      | 6             | 568                                |
| All other   | 10                                    | 558       | 211            |                             | 58                                  | 98       | 1             | 127                                |
| Construction machinery, eqp't. and supplies                 | 16                                    | 1,460     | 249            |                             | 84                                  | 122      | 1             | 515                                |
| Road machinery and equipment                                | 3                                     | 749       | 141            |                             | 36                                  | 73       | -             | 214                                |
| All other   | 13                                    | 711       | 108            |                             | 48                                  | 49       | 1             | 301                                |
| Industrial machinery, eqp't. and supplies                   | 128                                   | 17,368    | 4,764          |                             | 1,080                               | 2,001    | 42            | 4,599                              |
| Bottles and bottling equipment                              | 5                                     | 4,930     | 984            |                             | 111                                 | 226      | 1             | 956                                |
| Mechanical rubber goods                                     | 5                                     | 1,364     | 250            |                             | 62                                  | 177      | -             | 383                                |
| Lamp and mine supplies (general line)                       | 11                                    | 819       | 230            |                             | 48                                  | 96       | -             | 266                                |
| All other   | 107                                   | 10,255    | 2,900          |                             | 859                                 | 1,492    | 41            | 2,994                              |
| Professional equipment and supplies                         | 28                                    | 6,921     | 1,400          |                             | 403                                 | 642      | -             | 1,233                              |
| Dental  | 7                                     | 593       | 202            |                             | 79                                  | 103      | -             | 269                                |
| Surgical, medical and hospital                              | 8                                     | 1,809     | 409            |                             | 87                                  | 173      | -             | 260                                |
| All other   | 13                                    | 4,519     | 789            |                             | 237                                 | 366      | -             | 704                                |

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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WITH STOCKS (continued)</b>                              |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (continued)               |                                       |           |                |                             |                                     |          |               |                                    |
| Service equipment and supplies                              | 26                                    | \$1,386   | \$503          |                             | 148                                 | \$269    | \$6           | \$559                              |
| Barber and beauty parlor                                    | 3                                     | 200       | 20             |                             | 10                                  | 14       | -             | 24                                 |
| Laundry   | 6                                     | 494       | 219            |                             | 61                                  | 109      | 2             | 239                                |
| All other   | 17                                    | 692       | 264            |                             | 77                                  | 146      | 4             | 296                                |
| Other machinery, equipment and supplies                     | 16                                    | 3,144     | 856            |                             | 273                                 | 401      | 6             | 1,798                              |
| Metals (except scrap)                                       | 54                                    | 29,036    | 2,163          | 7.4                         | 565                                 | 1,060    | 7             | 4,660                              |
| Iron and steel  | 37                                    | 25,668    | 1,671          |                             | 470                                 | 863      | 6             | 3,878                              |
| Other metal and metal works                                 | 17                                    | 3,368     | 492            |                             | 95                                  | 197      | 1             | 782                                |
| Paper and its products                                      | 31                                    | 19,831    | 5,698          | 28.7                        | 366                                 | 716      | 13            | 1,096                              |
| Paper and its products (general line)                       | 7                                     | 16,029    | 4,805          |                             | 204                                 | 302      | 7             | 659                                |
| Paper and its products (specialty lines)                    | 11                                    | 2,706     | 628            |                             | 84                                  | 259      | -             | 235                                |
| Stationery and stationery supplies                          | 13                                    | 1,096     | 265            |                             | 98                                  | 155      | 6             | 202                                |
| Petroleum and its products                                  | 9                                     | 7,479     | 766            | 10.2                        | 153                                 | 243      | 8             | 183                                |
| Plumbing and heating equipment and supplies                 | 39                                    | 6,733     | 1,771          | 26.3                        | 555                                 | 862      | 15            | 2,057                              |
| Pipes, valves and fittings                                  | 5                                     | 1,093     | 289            |                             | 75                                  | 125      | -             | 477                                |
| Plumbing and heating equipment (general line)               | 13                                    | 3,923     | 997            |                             | 329                                 | 455      | 12            | 1,160                              |
| Stoves and ranges   | 3                                     | 149       | 40             |                             | 6                                   | 13       | 1             | 47                                 |
| All other   | 18                                    | 1,566     | 475            |                             | 145                                 | 269      | 2             | 378                                |
| Tobacco and its products (except leaf)                      | 10                                    | 25,071    | 2,460          | 9.8                         | 184                                 | 392      | 2             | 679                                |
| All other kinds of business                                 | 69                                    | 15,454    | 2,555          | 16.5                        | 615                                 | 1,202    | 47            | 3,440                              |
| Bear  | 3                                     | 3,908     | 628            |                             | 93                                  | 235      | -             | 150                                |
| Books and periodicals                                       | 5                                     | 802       | 309            |                             | 79                                  | 154      | 2             | 163                                |
| Forest products (except lumber)                             | 27                                    | 3,928     | 574            |                             | 128                                 | 281      | 29            | 993                                |
| Leather goods   | 5                                     | 283       | 74             |                             | 18                                  | 31       | -             | 110                                |
| Rubber goods (general line)                                 | 3                                     | 3,507     | 466            |                             | 168                                 | 288      | 1             | 472                                |
| Wines and spirituous liquors                                | 5                                     | 1,640     | 234            |                             | 44                                  | 71       | 3             | 1,263                              |
| Miscellaneous   | 21                                    | 1,386     | 270            |                             | 85                                  | 142      | 12            | 289                                |
| <b>WITHOUT STOCKS</b>                                       | 288                                   | 85,135    | 7,516          | 8.8                         | 1,870                               | 3,626    | 51            | 10                                 |
| Amusement and sporting goods                                | 12                                    | 4,713     | 827            | 17.5                        | 266                                 | 417      | -             | -                                  |
| Automotive products   | 5                                     | 1,248     | 178            | 14.3                        | 48                                  | 98       | 1             | -                                  |
| Chemicals   | 12                                    | 850       | 84             | 12.7                        | 21                                  | 47       | -             | 3                                  |
| Paints and varnishes  | 6                                     | 196       | 44             |                             | 9                                   | 25       | -             | 3                                  |
| All other   | 6                                     | 464       | 40             |                             | 12                                  | 22       | -             | -                                  |
| Clothing and furnishings                                    | 13                                    | 1,024     | 120            | 11.7                        | 54                                  | 77       | 1             | -                                  |
| Clothing, men's and boys'                                   | 3                                     | 170       | 12             |                             | 4                                   | 11       | -             | -                                  |
| All other   | 10                                    | 854       | 108            |                             | 30                                  | 66       | 1             | -                                  |
| Drugs and drug sundries                                     | 7                                     | 593       | 213            | 35.9                        | 17                                  | 60       | 1             | -                                  |
| Drugs (specialty lines)                                     | 4                                     | 183       | 19             |                             | 6                                   | 8        | 1             | -                                  |
| Toilet articles and preparations                            | 3                                     | 410       | 194            |                             | 11                                  | 52       | -             | -                                  |
| Dry goods   | 24                                    | 3,149     | 341            | 10.8                        | 93                                  | 214      | -             | -                                  |
| Notions   | 4                                     | 253       | 118            |                             | 53                                  | 103      | -             | -                                  |
| Piece goods   | 16                                    | 2,501     | 200            |                             | 35                                  | 93       | -             | -                                  |
| All other   | 4                                     | 395       | 23             |                             | 5                                   | 18       | -             | -                                  |
| Electrical goods  | 8                                     | 554       | 82             | 14.8                        | 17                                  | 58       | 3             | -                                  |

## WHOLESALE DISTRIBUTION: 1933

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For States and Cities of 5,000 Population and Over

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WITHOUT STOCKS (continued)                                  |                                       |           |                |                             |                                     |          |               |                                    |
| Furniture and house furnishings                             | 11                                    | \$1,424   | \$118          | 8.3                         | 29                                  | \$69     | \$ -          | \$ -                               |
| China, glassware and crockery                               | 3                                     | 235       | 19             |                             | 11                                  | 11       | -             | -                                  |
| Floor coverings   | 4                                     | 983       | 86             |                             | 15                                  | 52       | -             | -                                  |
| House furnishings (except furniture)                        | 4                                     | 206       | 13             |                             | 3                                   | 6        | -             | -                                  |
| Groceries and foods (except farm products)                  | 12                                    | 9,208     | 1,477          | 16.0                        | 185                                 | 390      | -             | -                                  |
| Hardware  | 5                                     | 196       | 40             | 20.4                        | 16                                  | 20       | 1             | -                                  |
| Jewelry and optical goods                                   | 8                                     | 1,223     | 165            | 13.5                        | 47                                  | 108      | -             | -                                  |
| Jewelry specialties   | 5                                     | 1,175     | 154            |                             | 43                                  | 101      | -             | -                                  |
| Optical goods   | 3                                     | 48        | 11             |                             | 4                                   | 7        | -             | -                                  |
| Lumber and building materials (other than metal)            | 34                                    | 8,307     | 783            | 9.4                         | 181                                 | 382      | -             | 5                                  |
| Lumber and millwork   | 12                                    | 2,764     | 376            |                             | 91                                  | 161      | -             | 1                                  |
| Cement  | 7                                     | 2,768     | 193            |                             | 39                                  | 112      | -             | -                                  |
| All other   | 15                                    | 2,775     | 214            |                             | 51                                  | 109      | -             | 4                                  |
| Machinery, equipment and supplies (except electrical)       | 45                                    | 15,388    | 919            | 6.0                         | 196                                 | 529      | 37            | 1                                  |
| Construction machinery, eqp't. and supplies                 | 3                                     | 242       | 61             |                             | 6                                   | 32       | 15            | -                                  |
| Farm and dairy machinery and equipment                      | 3                                     | 480       | 104            |                             | 23                                  | 33       | -             | -                                  |
| Industrial machinery, eqp't. and supplies                   | 25                                    | 12,109    | 647            |                             | 139                                 | 404      | 21            | -                                  |
| Transportation equipment and supplies                       | 7                                     | 2,477     | 88             |                             | 18                                  | 48       | -             | -                                  |
| Other machinery, equipment and supplies                     | 7                                     | 80        | 19             |                             | 8                                   | 12       | 1             | 1                                  |
| Metals (except scrap)                                       | 27                                    | 22,255    | 748            | 3.4                         | 192                                 | 432      | 1             | -                                  |
| Iron and steel  | 22                                    | 19,695    | 551            |                             | 137                                 | 312      | 1             | -                                  |
| Other metal and metal works                                 | 5                                     | 2,660     | 197            |                             | 55                                  | 120      | -             | -                                  |
| Paper and its products                                      | 12                                    | 1,311     | 81             | 6.2                         | 24                                  | 54       | -             | -                                  |
| Plumbing and heating equipment and supplies                 | 8                                     | 359       | 86             | 24.0                        | 17                                  | 28       | -             | -                                  |
| Tobacco and its products (except leaf)                      | 3                                     | 7,607     | 123            | 1.6                         | 41                                  | 84       | -             | -                                  |
| All other products  | 42                                    | 8,916     | 1,131          | 19.1                        | 446                                 | 559      | 6             | 1                                  |
| Forest products (except lumber)                             | 6                                     | 2,832     | 23             |                             | 9                                   | 15       | 1             | 1                                  |
| Newspapers and magazines                                    | 9                                     | 593       | 62             |                             | 37                                  | 111      | 2             | -                                  |
| Wines and spirituous liquors                                | 4                                     | 1,159     | 170            |                             | 27                                  | 70       | 1             | 1                                  |
| Miscellaneous kinds of business                             | 23                                    | 1,332     | 312            |                             | 84                                  | 163      | 2             | -                                  |
| AGENTS AND BROKERS  |                                       |           |                |                             |                                     |          |               |                                    |
| BROKERS   | 206                                   | 125,337   | 2,659          | 2.2                         | 513                                 | 1,247    | 43            | 280                                |
| Farm products—raw materials                                 | 15                                    | 3,627     | 110            | 3.0                         | 17                                  | 24       | 3             | 59                                 |
| Grain   | 9                                     | 2,635     | 71             |                             | 14                                  | 16       | 1             | 44                                 |
| All other   | 6                                     | 992       | 39             |                             | 3                                   | 8        | 2             | 15                                 |
| Farm products—consumer goods                                | 50                                    | 16,008    | 654            | 4.1                         | 80                                  | 253      | 10            | 25                                 |
| Dairy and poultry products                                  | 4                                     | 2,781     | 41             |                             | 6                                   | 26       | 1             | 5                                  |
| Fruits and vegetables (fresh)                               | 43                                    | 11,611    | 573            |                             | 68                                  | 214      | 8             | 20                                 |
| All other   | 3                                     | 1,616     | 40             |                             | 6                                   | 23       | 1             | -                                  |
| Farm supplies   | 4                                     | 550       | 52             | 9.5                         | 6                                   | 9        | -             | 1                                  |
| General merchandise   | 5                                     | 4,744     | 47             | 1.0                         | 21                                  | 36       | -             | -                                  |
| Groceries and foods (except farm products)                  | 86                                    | 86,004    | 1,362          | 1.6                         | 308                                 | 703      | 24            | 105                                |
| Fish and sea foods  | 5                                     | 1,748     | 28             |                             | 6                                   | 14       | 1             | 14                                 |
| Other food and grocery specialties                          | 81                                    | 84,256    | 1,334          |                             | 300                                 | 689      | 23            | 91                                 |
| Jewelry and optical goods                                   | 4                                     | 270       | 36             | 13.3                        | 9                                   | 8        | 2             | 36                                 |

## WHOLESALE DISTRIBUTION: 1933

12-20-3  
Census of  
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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number<br>of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             |                                     | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|--|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |  |           | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total    | Part-<br>time |                                    |
| <b>BROKERS (continued)</b>                                  |  |           |                |                             |                                     |          |               |                                    |
| Lumber and building materials (other than metal)            | 6  | \$641     | \$81           | 12.6                        | 11                                  | \$22     | \$ -          | \$19                               |
| Machinery, equipment and supplies (except electrical)       | 8  | 175       | 13             | 7.4                         | 2                                   | 4        | 2             | -                                  |
| Transportation equipment and supplies                       | 4  | 110       | 8              |                             | 2                                   | 3        | 1             | -                                  |
| Other machinery, equipment and supplies                     | 4  | 65        | 5              |                             | -                                   | 1        | 1             | -                                  |
| <b>Petroleum and its products</b>                           | 7  | 1,645     | 207            | 12.6                        | 21                                  | 112      | 2             | 5                                  |
| Waste materials   | 3  | 136       | 10             | 7.4                         | 6                                   | 5        | -             | 1                                  |
| All other kinds of business                                 | 20                                       | 11,537    | 127            | 1.1                         | 32                                  | 61       | -             | 29                                 |
| Oils and greases (animal and vegetable)                     | 3  | 10,623    | 67             |                             | 10                                  | 28       | -             | 27                                 |
| Wines and spirituous liquors                                | 4  | 163       | 8              |                             | 4                                   | 5        | -             | -                                  |
| Miscellaneous   | 13                                       | 751       | 52             |                             | 18                                  | 28       | -             | 2                                  |
| <b>COMMISSION MERCHANTS</b>                                 | 181                                      | 51,503    | 4,222          | 8.2                         | 1,111                               | 2,130    | 230           | 943                                |
| Automotive products   | 3  | 34        | 3              | 8.8                         | 1                                   | 1        | -             | 23                                 |
| Clothing and furnishings                                    | 4  | 284       | 29             | 10.2                        | 9                                   | 19       | 1             | 13                                 |
| Dry goods   | 6  | 5,353     | 164            | 3.0                         | 29                                  | 70       | 1             | 196                                |
| Electrical goods  | 4  | 436       | 55             | 12.6                        | 28                                  | 35       | -             | -                                  |
| Farm products—raw materials                                 | 16                                       | 10,957    | 346            | 3.2                         | 78                                  | 127      | -             | 136                                |
| Livestock   | 9  | 3,582     | 302            |                             | 72                                  | 115      | -             | 121                                |
| All other   | 7  | 1,375     | 44             |                             | 6                                   | 12       | -             | 15                                 |
| Farm products—consumer goods                                | 98                                       | 27,172    | 3,143          | 11.6                        | 799                                 | 1,612    | 202           | 319                                |
| Fruits and vegetables (fresh)                               | 33                                       | 26,161    | 3,101          |                             | 789                                 | 1,595    | 201           | 319                                |
| All other   | 5  | 1,011     | 42             |                             | 10                                  | 17       | 1             | -                                  |
| Furniture and house furnishings                             | 6  | 337       | 77             | 22.8                        | 24                                  | 33       | 1             | 45                                 |
| Furniture   | 3  | 203       | 47             |                             | 15                                  | 20       | 1             | 36                                 |
| House furnishings (except furniture)                        | 3  | 134       | 30             |                             | 9                                   | 13       | -             | 9                                  |
| Groceries and foods (except farm products)                  | 25                                       | 2,534     | 221            | 8.4                         | 74                                  | 142      | 21            | 116                                |
| Petroleum and its products                                  | 5  | 77        | 8              | 10.4                        | 2                                   | 3        | 1             | 6                                  |
| All other kinds of business                                 | 14                                       | 4,179     | 176            | 4.2                         | 67                                  | 88       | 3             | 89                                 |
| <b>EXPORT AGENTS</b>  | 16                                       | 3,887     | 162            | 4.2                         | 41                                  | 73       | 2             | 4                                  |
| Farm products—consumer goods                                | 3  | 508       | 29             | 5.7                         | 7                                   | 10       | -             | 4                                  |
| Groceries and foods (except farm products)                  | 5  | 1,959     | 67             | 3.4                         | 19                                  | 37       | 2             | -                                  |
| All other kinds of business                                 | 8  | 1,421     | 66             | 4.6                         | 15                                  | 26       | -             | -                                  |
| <b>IMPORT AGENTS</b>  | 19                                       | 2,672     | 158            | 5.9                         | 31                                  | 83       | 1             | -                                  |
| Farm products—raw materials                                 | 3  | 736       | 45             | 6.1                         | 14                                  | 35       | -             | -                                  |
| Groceries and foods (except farm products)                  | 7  | 1,290     | 17             | 1.3                         | 1                                   | 5        | 1             | -                                  |
| All other kinds of business                                 | 9  | 646       | 96             | 14.9                        | 16                                  | 43       | -             | -                                  |
| <b>MANUFACTURERS' AGENTS</b>                                | 735                                      | 59,979    | 3,903          | 6.5                         | 1,109                               | 1,710    | 119           | 1,612                              |
| Amusement and sporting goods                                | 26                                       | 1,873     | 150            | 8.0                         | 45                                  | 67       | 5             | 56                                 |
| Sporting goods (general line)                               | 3  | 328       | 39             |                             | 10                                  | 25       | -             | 8                                  |
| Toys, novelties, and fireworks                              | 17                                       | 902       | 72             |                             | 18                                  | 26       | 3             | 23                                 |
| All other   | 6  | 643       | 39             |                             | 17                                  | 16       | 2             | 25                                 |
| Automotive products   | 32                                       | 1,854     | 150            | 8.1                         | 53                                  | 74       | 4             | 47                                 |
| Chemicals   | 28                                       | 3,485     | 160            | 4.3                         | 48                                  | 70       | 3             | 94                                 |
| Industrial chemicals  | 16                                       | 2,292     | 110            |                             | 32                                  | 49       | 1             | 94                                 |
| Paints and varnishes  | 4  | 170       | 19             |                             | 2                                   | 2        | -             | -                                  |
| All other   | 8  | 1,223     | 31             |                             | 14                                  | 19       | 2             | -                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| MANUFACTURERS' AGENTS (continued)                           |                                       |           |                |                             |                                     |          |               |                                    |
| Clothing and furnishings                                    | 92                                    | 39,603    | \$390          | 4.5                         | 109                                 | \$146    | 39            | 545                                |
| Clothing, men's and boys'                                   | 7                                     | 793       | 12             | -                           | -                                   | -        | -             | -                                  |
| Clothing, women's and children's                            | 34                                    | 3,930     | 180            | 57                          | 68                                  | 5        | 24            | -                                  |
| Furnishings (general line)                                  | 4                                     | 170       | 5              | -                           | -                                   | -        | -             | 5                                  |
| Furnishings, men's and boys'                                | 10                                    | 898       | 35             | 7                           | 15                                  | 2        | 5             | -                                  |
| Furnishings, women's and children's                         | 7                                     | 525       | 42             | 11                          | 17                                  | -        | 5             | -                                  |
| Hosiery   | 10                                    | 928       | 40             | 16                          | 19                                  | -        | -             | 11                                 |
| Millinery and millinery supplies                            | 15                                    | 719       | 60             | 15                          | 25                                  | 2        | -             | -                                  |
| Shoes and other footwear                                    | 5                                     | 650       | 16             | 3                           | 2                                   | -        | -             | -                                  |
| Drugs and drug sundries                                     | 11                                    | 300       | 32             | 10.7                        | 7                                   | 9        | 3             | 8                                  |
| Toilet articles and preparations                            | 7                                     | 247       | 18             | 5                           | 7                                   | 2        | 8             | -                                  |
| All other   | 4                                     | 53        | 14             | 1                           | 2                                   | 1        | -             | -                                  |
| Dry goods   | 117                                   | 12,398    | 376            | 3.0                         | 95                                  | 146      | 11            | 93                                 |
| Dry goods (general line)                                    | 5                                     | 383       | 19             | 7                           | 8                                   | -        | -             | 2                                  |
| Knit goods  | 14                                    | 1,880     | 36             | 3                           | 6                                   | -        | -             | 2                                  |
| Notions   | 23                                    | 1,117     | 103            | 30                          | 45                                  | 2        | 29            | -                                  |
| Piece goods   | 68                                    | 8,503     | 189            | 45                          | 73                                  | 7        | 25            | -                                  |
| All other   | 7                                     | 515       | 29             | 10                          | 14                                  | 2        | 35            | -                                  |
| Electrical goods  | 53                                    | 2,647     | 291            | 11.0                        | 96                                  | 141      | 7             | 93                                 |
| Electrical appliances, eqp't. and<br>supplies               | 42                                    | 1,979     | 225            | 81                          | 106                                 | 4        | 68            | -                                  |
| All other   | 11                                    | 668       | 66             | 15                          | 35                                  | 3        | 25            | -                                  |
| Furniture and house furnishings                             | 40                                    | 3,725     | 186            | 5.0                         | 43                                  | 82       | 7             | 39                                 |
| China, glassware and crockery                               | 12                                    | 1,581     | 81             | 20                          | 35                                  | 3        | -             | -                                  |
| Floor coverings   | 3                                     | 672       | 22             | 5                           | 13                                  | -        | -             | 35                                 |
| Furniture   | 6                                     | 403       | 39             | 10                          | 21                                  | 1        | 2             | -                                  |
| House furnishings (except as specified)                     | 19                                    | 1,069     | 44             | 8                           | 13                                  | 3        | 2             | -                                  |
| Groceries and foods (except farm products)                  | 26                                    | 7,874     | 421            | 5.3                         | 141                                 | 253      | 6             | 118                                |
| Confectionery and soft drinks                               | 5                                     | 1,180     | 67             | 23                          | 33                                  | -        | 4             | -                                  |
| Other food and grocery specialties                          | 21                                    | 6,694     | 354            | 118                         | 220                                 | 6        | 114           | -                                  |
| Hardware  | 39                                    | 3,462     | 172            | 5.0                         | 54                                  | 81       | 3             | 15                                 |
| Hardware (general line)                                     | 8                                     | 998       | 63             | 19                          | 26                                  | -        | 10            | -                                  |
| Hardware (specialty lines)                                  | 31                                    | 2,464     | 109            | 35                          | 55                                  | 3        | 5             | -                                  |
| Jewelry and optical goods                                   | 20                                    | 806       | 58             | 7.2                         | 11                                  | 16       | 1             | 15                                 |
| Jewelry (general line)                                      | 12                                    | 449       | 28             | 3                           | 5                                   | 1        | 11            | -                                  |
| Jewelry specialties   | 8                                     | 357       | 30             | 8                           | 11                                  | -        | 4             | -                                  |
| Lumber and building materials (other than<br>retail)        | 11                                    | 404       | 75             | 18.6                        | 20                                  | 29       | 11            | 24                                 |
| Machinery, equipment and supplies (except<br>electrical)    | 148                                   | 6,836     | 1,082          | 15.8                        | 259                                 | 413      | 30            | 761                                |
| Commercial machinery, eqp't. and supplies                   | 24                                    | 571       | 146            | 44                          | 71                                  | 1        | 56            | -                                  |
| Office eqp't. and supplies (except<br>furniture)            | 5                                     | 80        | 17             | 5                           | 7                                   | -        | 10            | -                                  |
| Store equipment and supplies                                | 6                                     | 46        | 16             | 12                          | 8                                   | -        | 2             | -                                  |
| All other   | 13                                    | 445       | 113            | 27                          | 56                                  | 1        | 44            | -                                  |
| Construction machinery, eqp't. and<br>supplies              | 6                                     | 156       | 18             | 8                           | 10                                  | 1        | 21            | -                                  |
| Farm and dairy machinery and equipment                      | 4                                     | 246       | 40             | 10                          | 20                                  | -        | 25            | -                                  |

## WHOLESALE DISTRIBUTION: 1933

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Census of  
American  
Business

Table 2 B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>MANUFACTURERS' AGENTS (continued)</b>                    |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (continued)               |                                       |           |                |                             |                                     |          |               |                                    |
| Industrial machinery, eqp't. and supplies                   | 82                                    | \$3,967   | \$690          |                             | 136                                 | \$231    | \$20          | \$513                              |
| Machine tools   | 4                                     | 305       | 121            |                             | 19                                  | 42       | -             | 167                                |
| Mill and mine supplies (general line)                       | 11                                    | 1,030     | 178            |                             | 23                                  | 49       | 2             | 100                                |
| All other   | 67                                    | 2,632     | 391            |                             | 94                                  | 140      | 18            | 246                                |
| Professional equipment and supplies                         | 5                                     | 398       | 31             |                             | 8                                   | 14       | -             | 4                                  |
| Service equipment and supplies                              | 15                                    | 521       | 99             |                             | 39                                  | 39       | 3             | 130                                |
| Transportation equipment and supplies                       | 12                                    | 977       | 58             |                             | 14                                  | 28       | 5             | 12                                 |
| Railroad equipment and supplies                             | 4                                     | 821       | 15             |                             | 3                                   | 7        | -             | 3                                  |
| All other   | 8                                     | 156       | 43             |                             | 11                                  | 21       | 5             | 9                                  |
| Metals (except scrap)                                       | 15                                    | 871       | 50             | 5.7                         | 13                                  | 26       | 7             | 21                                 |
| Iron and steel  | 8                                     | 667       | 33             |                             | 8                                   | 18       | 5             | 15                                 |
| Other metal and metal works                                 | 7                                     | 204       | 17             |                             | 5                                   | 8        | 2             | 6                                  |
| Paper and its products                                      | 17                                    | 1,290     | 42             | 3.3                         | 23                                  | 25       | 2             | 3                                  |
| Paper and its products (general line)                       | 3                                     | 234       | 6              |                             | -                                   | 1        | 1             | -                                  |
| Paper and its products (specialty lines)                    | 9                                     | 929       | 26             |                             | 8                                   | 11       | -             | 3                                  |
| Stationery and stationery supplies                          | 5                                     | 127       | 10             |                             | 15                                  | 13       | 1             | -                                  |
| Plumbing and heating equipment and supplies                 | 17                                    | 876       | 57             | 6.8                         | 22                                  | 27       | -             | 85                                 |
| Plumbing and heating equipment (general line)               | 3                                     | 468       | 14             |                             | 5                                   | 9        | -             | 75                                 |
| All other   | 14                                    | 370       | 43             |                             | 17                                  | 18       | -             | 10                                 |
| All other kinds of business                                 | 43                                    | 2,513     | 211            | 8.4                         | 70                                  | 105      | 10            | 95                                 |
| Bear  | 5                                     | 195       | 31             |                             | 13                                  | 18       | -             | 6                                  |
| Forest products (except lumber)                             | 3                                     | 500       | 6              |                             | -                                   | 1        | 1             | -                                  |
| Leather goods   | 9                                     | 703       | 101            |                             | 40                                  | 61       | 3             | 76                                 |
| Wines and spirituous liquors                                | 6                                     | 84        | 10             |                             | 2                                   | 3        | 1             | 3                                  |
| Miscellaneous   | 20                                    | 1,031     | 63             |                             | 15                                  | 22       | 5             | 10                                 |
| <b>SELLING AGENTS</b>                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Drugs and drug sundries                                     | 69                                    | 16,183    | 1,431          | 8.8                         | 404                                 | 703      | 51            | 1,877                              |
| Dry goods   | 4                                     | 153       | 9              | 5.9                         | 3                                   | 6        | -             | -                                  |
| Food  | 5                                     | 2,492     | 47             | 1.9                         | 10                                  | 34       | -             | -                                  |
| Groceries and foods (except farm products)                  | 15                                    | 4,998     | 197            | 3.9                         | 43                                  | 61       | 6             | 58                                 |
| Lumber and building materials (other than metal)            | 13                                    | 2,358     | 227            | 9.6                         | 45                                  | 128      | 5             | 20                                 |
| Lumber and millwork   | 8                                     | 2,307     | 205            |                             | 40                                  | 112      | -             | 2                                  |
| All other   | 5                                     | 51        | 22             |                             | 5                                   | 16       | 5             | 18                                 |
| Metals (except scrap)                                       | 3                                     | 690       | 94             | 13.6                        | 28                                  | 46       | -             | 543                                |
| Paper and its products                                      | 3                                     | 215       | 21             | 9.8                         | 3                                   | 8        | -             | -                                  |
| All other kinds of business                                 | 26                                    | 5,277     | 836            | 15.8                        | 272                                 | 420      | 40            | 1,256                              |
| Forest products (except lumber)                             | 9                                     | 1,325     | 121            |                             | 29                                  | 85       | 40            | 102                                |
| Miscellaneous   | 17                                    | 3,952     | 715            |                             | 243                                 | 335      | -             | 1,154                              |
| <b>OTHER AGENTS</b>   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 22                                    | 2,775     | 431            | 15.5                        | 109                                 | 202      | 33            | 277                                |
| Furniture and house furnishings                             | 3                                     | 152       | 63             | 41.4                        | -                                   | 18       | 18            | 13                                 |
| Machinery, equipment and supplies (except electrical)       | 9                                     | 508       | 61             | 12.0                        | 21                                  | 22       | 8             | 14                                 |
| All other kinds of business                                 | 4                                     | 654       | 130            | 19.9                        | 32                                  | 58       | 5             | 77                                 |
|   | 6                                     | 1,461     | 177            | 12.1                        | 56                                  | 104      | 2             | 173                                |

## WHOLESALE DISTRIBUTION: 1933

12-49-4  
Census of  
American  
Business

Table 2 B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of<br>year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|---------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                       |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                       |
| <b>BULK TANK STATIONS (petroleum)</b>                       | 1,009                                 | \$221,418 | \$35,665       | 16.1                        | 6,993                               | \$13,154 | \$153         | \$7,559                               |
| <b>CHAIN STORE WAREHOUSES</b>                               | 41                                    | 62,163    | 3,088          | 5.0                         | 1,020                               | 1,852    | 32            | 3,888                                 |
| Farm products-consumer goods                                | 11                                    | 5,064     | 758            | 12.2                        | 232                                 | 363      | 7             | 28                                    |
| Groceries and foods (except farm products)                  | 24                                    | 43,713    | 2,127          | 4.9                         | 681                                 | 1,062    | 22            | 3,038                                 |
| All other kinds of business                                 | 6                                     | 12,366    | 223            | 1.8                         | 107                                 | 127      | 3             | 765                                   |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                        |                                       |           |                |                             |                                     |          |               |                                       |
| Farm products-raw materials                                 | 410                                   | 99,276    | 18,388         | 18.5                        | 6,267                               | 9,224    | 3,622         | 9,737                                 |
| Grain   | 28                                    | 3,871     | 190            | 4.9                         | 39                                  | 56       | 6             | 351                                   |
| Hides, skins, and furs (raw)                                | 7                                     | 2,589     | 42             | 1.6                         | 11                                  | 21       | -             | 258                                   |
| Livestock   | 3                                     | 362       | 54             | 15.0                        | 7                                   | 9        | 1             | 45                                    |
| Wool and mohair   | 10                                    | 294       | 46             | 15.6                        | 15                                  | 18       | 2             | 22                                    |
| All other   | 3                                     | 321       | 11             | 3.4                         | 2                                   | 3        | 2             | 3                                     |
| Farm products-consumer goods                                | 5                                     | 305       | 37             | 12.1                        | 4                                   | 5        | 1             | 19                                    |
| Dairy products (general line)                               | 357                                   | 73,045    | 17,059         | 23.4                        | 5,965                               | 8,626    | 3,489         | 1,271                                 |
| Milk and cream  | 5                                     | 89        | 16             | 17.9                        | 6                                   | 8        | 5             | 3                                     |
| Poultry and poultry products                                | 6                                     | 152       | 35             | 23.0                        | 11                                  | 14       | 1             | -                                     |
| Fruits and vegetables (fresh)                               | 61                                    | 2,449     | 233            | 9.5                         | 87                                  | 92       | 21            | 41                                    |
| All other   | 10                                    | 1,901     | 404            | 21.2                        | 107                                 | 195      | 7             | 29                                    |
| Farm supplies   | 269                                   | 67,442    | 16,208         | 24.0                        | 5,723                               | 8,230    | 3,420         | 1,173                                 |
| Groceries and foods (except farm products)                  | 6                                     | 1,012     | 163            | 16.1                        | 51                                  | 87       | 35            | 28                                    |
| All other products  | 4                                     | 138       | 16             | 11.6                        | 4                                   | 7        | -             | 2                                     |
| Cooperative marketing associations                          | 17                                    | 22,179    | 1,102          | 5.0                         | 249                                 | 524      | 123           | 8,090                                 |
| All other products  | 4                                     | 43        | 21             | 48.8                        | 10                                  | 11       | 4             | 23                                    |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   |                                       |           |                |                             |                                     |          |               |                                       |
| Farm products-raw materials                                 | 272                                   | 155,424   | 21,012         | 13.5                        | 6,380                               | 9,619    | 3,123         | 8,238                                 |
| Farm products-consumer goods                                | 9                                     | 5,758     | 120            | 2.1                         | 39                                  | 72       | 2             | -                                     |
| Dairy products (general line)                               | 247                                   | 124,697   | 16,581         | 13.3                        | 5,324                               | 8,393    | 3,012         | 3,606                                 |
| Milk and cream  | 3                                     | 12,931    | 1,164          | 9.0                         | 402                                 | 608      | 4             | 323                                   |
| Poultry and poultry products                                | 13                                    | 2,279     | 74             | 3.2                         | 14                                  | 25       | -             | 1                                     |
| Fruits and vegetables (fresh)                               | 35                                    | 11,755    | 1,445          | 12.3                        | 1,038                               | 1,051    | 11            | 1,215                                 |
| All other   | 180                                   | 86,056    | 12,624         | 14.7                        | 3,410                               | 6,172    | 2,959         | 1,748                                 |
| Farm supplies   | 16                                    | 11,676    | 1,274          | 10.9                        | 460                                 | 537      | 38            | 319                                   |
| Groceries and foods (except farm products)                  | 4                                     | 650       | 81             | 12.5                        | 32                                  | 59       | 3             | 92                                    |
| All other products  | 7                                     | 23,275    | 3,993          | 17.2                        | 948                                 | 1,009    | 104           | 3,760                                 |
| Elevators (grain)   | 5                                     | 1,044     | 237            | 22.7                        | 37                                  | 66       | 2             | 1,480                                 |
| <b>ELEVATORS (grain)</b>                                    |                                       |           |                |                             |                                     |          |               |                                       |
| Los Angeles   | 3                                     | 591       | 131            | 22.2                        | 33                                  | 52       | 4             | 490                                   |
| <b>LOS ANGELES</b>  |                                       |           |                |                             |                                     |          |               |                                       |
| Wholesalers w/over  | 3,531                                 | 660,419   | 94,991         | 14.4                        | 28,745                              | 45,873   | 1,548         | 72,543                                |
| Manufacturers' sales branches                               | 2,365                                 | 325,273   | 59,440         | 18.3                        | 19,822                              | 30,124   | 864           | 51,573                                |
| Agents and brokers  | 495                                   | 136,828   | 20,933         | 15.3                        | 5,743                               | 9,689    | 130           | 15,500                                |
| All other types   | 578                                   | 93,768    | 4,824          | 5.2                         | 1,210                               | 2,171    | 153           | 1,136                                 |
| Wholesalers proper  | 93                                    | 104,550   | 9,784          | 9.4                         | 1,970                               | 3,889    | 401           | 4,334                                 |
| <b>WHOLESALES PROPER</b>                                    |                                       |           |                |                             |                                     |          |               |                                       |
| Wholesale merchants   | 2,213                                 | 305,606   | 57,282         | 18.7                        | 19,286                              | 29,200   | 828           | 49,001                                |
| Amusement and sporting goods                                | 58                                    | 9,613     | 1,121          | 11.7                        | 275                                 | 548      | 16            | 1,201                                 |
| Cameras and motion picture equipment and supplies           | 7                                     | 162       | 46             | 28.4                        | 16                                  | 28       | 3             | 25                                    |
| Moving picture films  | 14                                    | 6,890     | 471            | 6.8                         | 63                                  | 224      | 3             | 41                                    |
| Sporting goods (general line)                               | 7                                     | 1,262     | 316            | 25.0                        | 107                                 | 146      | 1             | 360                                   |
| Toys, novelties, and fireworks                              | 14                                    | 738       | 171            | 23.2                        | 58                                  | 95       | 5             | 247                                   |
| All other   | 16                                    | 561       | 115            | 20.5                        | 21                                  | 55       | 4             | 134                                   |

## WHOLESALE DISTRIBUTION: 1933

14-49-A  
Census of  
American  
Business

Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>establish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|-----------|----------------|-----------------------------|----------------------------------|----------|---------------|------------------------------------|
|   |                                  |           | Amount         | Per-<br>cent<br>of<br>sales |                                  | Total    | Part-<br>time |                                    |
| WHOLESALE MERCHANTS (continued)                             |                                  |           |                |                             |                                  |          |               |                                    |
| Automotive products   | 232                              | \$18,558  | \$4,618        | 24.9                        | 1,940                            | \$2,540  | \$36          | \$3,363                            |
| Automobiles and other motor vehicles                        | 28                               | 7,544     | 1,309          |                             | 528                              | 661      | 5             | 966                                |
| Automotive eq't., accessories and parts                     | 156                              | 7,854     | 2,433          |                             | 1,008                            | 1,399    | 26            | 1,997                              |
| Tires and tubes   | 48                               | 3,160     | 876            |                             | 404                              | 480      | 5             | 398                                |
| Chemicals   | 59                               | 5,471     | 1,331          | 24.3                        | 445                              | 653      | 21            | 1,570                              |
| Industrial chemicals  | 6                                | 1,646     | 300            |                             | 110                              | 159      | 1             | 296                                |
| Paints and varnishes  | 41                               | 3,248     | 893            |                             | 315                              | 430      | 18            | 1,159                              |
| All other   | 12                               | 577       | 138            |                             | 20                               | 69       | 2             | 115                                |
| Clothing and furnishings                                    | 103                              | 8,544     | 1,172          | 13.7                        | 399                              | 576      | 33            | 1,133                              |
| Clothing, men's and boys'                                   | 9                                | 391       | 66             |                             | 32                               | 39       | 2             | 69                                 |
| Clothing, women's and children's                            | 33                               | 3,760     | 305            |                             | 88                               | 124      | 8             | 184                                |
| Furnishings, men's and boys'                                | 14                               | 1,389     | 204            |                             | 55                               | 91       | 5             | 300                                |
| Furnishings, women's and children's                         | 9                                | 306       | 70             |                             | 29                               | 39       | 8             | 59                                 |
| Hosiery   | 4                                | 378       | 58             |                             | 18                               | 39       | -             | 81                                 |
| Millinery and millinery supplies                            | 21                               | 831       | 221            |                             | 111                              | 128      | 8             | 49                                 |
| Shoes and other footwear                                    | 8                                | 1,444     | 227            |                             | 60                               | 110      | 1             | 376                                |
| All other   | 5                                | 45        | 21             |                             | 6                                | 8        | 1             | 15                                 |
| Coal  | 4                                | 200       | 84             | 42.0                        | 19                               | 38       | 2             | 24                                 |
| Drugs and drug sundries                                     | 48                               | 15,530    | 3,914          | 25.2                        | 947                              | 1,318    | 11            | 2,855                              |
| Drugs (general line)  | 4                                | 13,761    | 3,207          |                             | 770                              | 954      | -             | 2,630                              |
| Drugs (specialty lines)                                     | 13                               | 226       | 80             |                             | 19                               | 27       | 2             | 38                                 |
| Patent medicines  | 3                                | 324       | 167            |                             | 18                               | 106      | -             | 44                                 |
| Toilet articles and preparations                            | 22                               | 776       | 395            |                             | 126                              | 211      | 9             | 102                                |
| All other   | 6                                | 443       | 65             |                             | 14                               | 20       | -             | 41                                 |
| Dry goods   | 75                               | 9,248     | 1,194          | 12.9                        | 392                              | 611      | 17            | 1,831                              |
| Dry goods (general line)                                    | 17                               | 2,701     | 357            |                             | 94                               | 158      | 10            | 686                                |
| Knit goods  | 6                                | 164       | 34             |                             | 23                               | 24       | 1             | 6                                  |
| Notions   | 4                                | 160       | 26             |                             | 15                               | 18       | -             | 58                                 |
| Piece goods   | 27                               | 5,080     | 595            |                             | 185                              | 318      | 3             | 725                                |
| All other   | 21                               | 1,143     | 162            |                             | 75                               | 93       | 3             | 356                                |
| Electrical goods  | 90                               | 11,920    | 2,867          | 24.1                        | 991                              | 1,433    | 51            | 2,126                              |
| Electrical appliances, eq't. and supplies                   | 58                               | 9,230     | 2,033          |                             | 672                              | 993      | 43            | 1,744                              |
| Radios and radio equipment                                  | 23                               | 1,260     | 361            |                             | 160                              | 207      | 4             | 133                                |
| Refrigerators   | 9                                | 1,430     | 453            |                             | 159                              | 233      | 4             | 249                                |
| Farm products—raw materials                                 | 21                               | 12,740    | 1,083          | 8.5                         | 105                              | 209      | 6             | 1,428                              |
| Cotton  | 5                                | 6,757     | 616            |                             | 35                               | 93       | 2             | 1,061                              |
| Grain   | 4                                | 2,708     | 85             |                             | 15                               | 33       | 3             | 97                                 |
| Hides, skins and furs (raw)                                 | 9                                | 2,731     | 174            |                             | 53                               | 80       | 1             | 243                                |
| All other   | 3                                | 544       | 8              |                             | 2                                | 3        | -             | 27                                 |
| Farm products—consumer goods                                | 316                              | 41,545    | 6,292          | 20.0                        | 2,781                            | 4,863    | 149           | 1,154                              |
| Dairy products (general line)                               | 14                               | 3,308     | 3,319          |                             | 1,139                            | 1,748    | 2             | 134                                |
| Other dairy products  | 6                                | 3,475     | 780            |                             | 263                              | 382      | 7             | 51                                 |
| Poultry and poultry products                                | 28                               | 3,074     | 310            |                             | 137                              | 158      | 20            | 140                                |
| Dairy and poultry products                                  | 5                                | 2,650     | 1,003          |                             | 238                              | 992      | 13            | 56                                 |
| Fruits and vegetables (fresh)                               | 255                              | 21,836    | 2,736          |                             | 955                              | 1,544    | 105           | 740                                |
| All other   | 8                                | 1,204     | 144            |                             | 49                               | 59       | 2             | 33                                 |
| Farm supplies   | 18                               | 2,661     | 743            | 27.9                        | 224                              | 287      | -             | 487                                |
| Feed  | 8                                | 1,714     | 424            |                             | 95                               | 144      | -             | 130                                |
| Fertilizer  | 3                                | 173       | 77             |                             | 30                               | 25       | -             | 25                                 |
| Seed  | 7                                | 774       | 242            |                             | 99                               | 108      | -             | 332                                |



## WHOLESALE DISTRIBUTION: 1933

19-44  
Census of  
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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number<br>of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|--|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALE MERCHANTS (continued)                             |  |           |                |                             |                                     |          |               |                                    |
| Furniture and house furnishings                             | 89                                       | \$4,560   | 3836           | 18.3                        | 321                                 | \$448    | \$20          | \$1,651                            |
| China, glassware and crockery                               | 6  | 77        | 24             |                             | 12                                  | 8        | -             | 36                                 |
| Floor coverings   | 11                                       | 1,847     | 236            |                             | 72                                  | 143      | 6             | 915                                |
| Furniture   | 22                                       | 346       | 95             |                             | 53                                  | 50       | 3             | 56                                 |
| House furnishings (except as specified)                     | 43                                       | 2,079     | 412            |                             | 164                                 | 209      | 8             | 563                                |
| Musical instruments and sheet music                         | 7  | 211       | 69             |                             | 20                                  | 38       | 3             | 81                                 |
| Groceries and foods (except farm products)                  | 272                                      | 59,695    | 10,033         | 16.8                        | 3,098                               | 4,829    | 103           | 6,632                              |
| Groceries (general line)                                    | 28                                       | 25,685    | 2,514          |                             | 932                                 | 1,358    | 9             | 3,003                              |
| Confectionery and soft drinks                               | 34                                       | 2,634     | 656            |                             | 295                                 | 391      | 11            | 125                                |
| Fish and sea foods  | 29                                       | 2,995     | 463            |                             | 124                                 | 160      | 1             | 120                                |
| Meats and meat products                                     | 49                                       | 8,546     | 1,671          |                             | 559                                 | 975      | 11            | 776                                |
| Other food and grocery specialties                          | 132                                      | 19,835    | 4,729          |                             | 1,188                               | 1,925    | 71            | 2,608                              |
| Hardware  | 27                                       | 9,064     | 1,806          | 19.9                        | 746                                 | 1,122    | 9             | 4,272                              |
| Hardware (general line)                                     | 7  | 8,143     | 1,159          |                             | 501                                 | 762      | 5             | 3,000                              |
| Hardware (specialty lines)                                  | 20                                       | 2,921     | 637            |                             | 245                                 | 360      | 4             | 1,272                              |
| Jewelry and optical goods                                   | 52                                       | 2,938     | 755            | 25.7                        | 313                                 | 441      | 4             | 1,061                              |
| Jewelry (general line)                                      | 32                                       | 1,851     | 465            |                             | 198                                 | 284      | 3             | 819                                |
| Clocks and watches  | 3  | 62        | 8              |                             | 3                                   | 4        | -             | 36                                 |
| Diamonds and other precious stones                          | 3  | 100       | 21             |                             | 3                                   | 10       | -             | 17                                 |
| Other jewelry specialties                                   | 9  | 584       | 85             |                             | 37                                  | 53       | 1             | 102                                |
| Optical goods   | 5  | 341       | 156            |                             | 72                                  | 90       | -             | 87                                 |
| Lumber and building materials (other than metal)            | 53                                       | 11,859    | 3,312          | 27.9                        | 1,478                               | 1,849    | 145           | 3,576                              |
| Lumber and millwork   | 16                                       | 3,073     | 1,179          |                             | 547                                 | 637      | 35            | 1,535                              |
| Cement  | 5  | 3,163     | 555            |                             | 98                                  | 232      | 65            | 162                                |
| Glass   | 14                                       | 865       | 283            |                             | 116                                 | 127      | 7             | 274                                |
| All other   | 18                                       | 4,758     | 1,295          |                             | 717                                 | 853      | 38            | 1,605                              |
| Machinery, equipment and supplies (except electrical)       | 206                                      | 20,135    | 5,163          | 25.6                        | 1,639                               | 2,690    | 75            | 6,793                              |
| Commercial machinery, eqp't. and supplies                   | 36                                       | 2,696     | 832            |                             | 282                                 | 400      | 19            | 612                                |
| Office eqp't. and supplies (except furniture)               | 7  | 292       | 107            |                             | 47                                  | 56       | 4             | 82                                 |
| Store equipment and supplies                                | 9  | 203       | 56             |                             | 26                                  | 24       | -             | 36                                 |
| All other   | 20                                       | 2,201     | 665            |                             | 209                                 | 320      | 15            | 494                                |
| Construction machinery, eqp't. and supplies                 | 5  | 937       | 254            |                             | 70                                  | 131      | 2             | 337                                |
| Farm and dairy machinery and equipment                      | 6  | 525       | 117            |                             | 34                                  | 52       | 2             | 81                                 |
| Industrial machinery, eqp't. and supplies                   | 85                                       | 10,394    | 2,330          |                             | 698                                 | 1,221    | 40            | 4,239                              |
| Bottles and bottling equipment                              | 4  | 106       | 16             |                             | 14                                  | 11       | -             | 15                                 |
| Machine tools   | 3  | 135       | 51             |                             | 14                                  | 33       | -             | 96                                 |
| Mechanical rubber goods                                     | 3  | 287       | 129            |                             | 29                                  | 84       | 12            | 100                                |
| Mill and mine supplies (general line)                       | 20                                       | 6,632     | 1,274          |                             | 381                                 | 671      | 14            | 3,164                              |
| All other   | 55                                       | 3,134     | 860            |                             | 250                                 | 422      | 14            | 864                                |
| Professional equipment and supplies                         | 29                                       | 2,035     | 710            |                             | 250                                 | 375      | 4             | 642                                |
| Dental  | 10                                       | 1,056     | 383            |                             | 127                                 | 200      | 1             | 375                                |
| Surgical, medical and hospital                              | 7  | 413       | 141            |                             | 49                                  | 72       | -             | 110                                |
| All other   | 12                                       | 566       | 186            |                             | 74                                  | 103      | 3             | 197                                |
| Service equipment and supplies                              | 33                                       | 2,535     | 698            |                             | 234                                 | 393      | 1             | 495                                |
| Barber and beauty parlor                                    | 16                                       | 1,242     | 442            |                             | 162                                 | 259      | -             | 236                                |
| All other   | 17                                       | 1,193     | 256            |                             | 72                                  | 134      | 1             | 259                                |
| Transportation equipment and supplies                       | 12                                       | 1,013     | 222            |                             | 71                                  | 118      | 7             | 387                                |

## WHOLESALE DISTRIBUTION, 1933

U.S.  
Census of  
American  
Business

Table 28.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALE MERCHANTS (continued)</b>                      |                                       |           |                |                             |                                     |          |               |                                    |
| Metals (except scrap)                                       | 36                                    | 33,159    | 2,752          | 24.2                        | 285                                 | \$442    | 328           | \$1,486                            |
| Iron and steel  | 22                                    | 2,789     | 287            |                             | 261                                 | 398      | 19            | 1,472                              |
| Sheet metal products  | 6                                     | 46        | 22             |                             | 8                                   | 14       | 5             | 4                                  |
| Other metal and metal works                                 | 8                                     | 324       | 53             |                             | 16                                  | 32       | 4             | 50                                 |
| Paper and its products                                      | 38                                    | 9,949     | 2,174          | 21.9                        | 816                                 | 1,223    | 15            | 2,267                              |
| Printer and its products (general line)                     | 12                                    | 8,846     | 1,342          |                             | 505                                 | 816      | 8             | 1,758                              |
| Printer and its products (specialty lines)                  | 11                                    | 1,715     | 380            |                             | 120                                 | 191      | 2             | 438                                |
| Stationery and stationery supplies                          | 10                                    | 1,151     | 372            |                             | 170                                 | 195      | 4             | 426                                |
| Wall paper  | 5                                     | 237       | 80             |                             | 21                                  | 27       | 1             | 45                                 |
| Petroleum and its products                                  | 21                                    | 11,134    | 1,927          | 17.3                        | 544                                 | 999      | 9             | 701                                |
| Plumbing and heating equipment and supplies                 | 34                                    | 2,695     | 623            | 24.0                        | 201                                 | 342      | 10            | 681                                |
| Heating equipment (general line)                            | 3                                     | 20        | 13             |                             | 4                                   | 8        | -             | 13                                 |
| Pipe, valves and fittings                                   | 8                                     | 1,374     | 314            |                             | 91                                  | 175      | 2             | 492                                |
| Plumbing and heating eq't. (general line)                   | 6                                     | 650       | 126            |                             | 50                                  | 76       | 2             | 155                                |
| Stoves and ranges   | 3                                     | 44        | 11             |                             | 3                                   | 5        | -             | 14                                 |
| All other   | 14                                    | 507       | 159            |                             | 53                                  | 78       | 6             | 157                                |
| Tobacco and its products (except leaf)                      | 22                                    | 12,327    | 514            | 4.2                         | 193                                 | 259      | 1             | 559                                |
| Waste materials   | 19                                    | 2,259     | 644            | 28.5                        | 371                                 | 325      | 9             | 151                                |
| Junk and scrap (general line)                               | 12                                    | 1,335     | 411            |                             | 156                                 | 143      | 6             | 105                                |
| Waste paper, rags and rubber                                | 7                                     | 923       | 233            |                             | 175                                 | 182      | 3             | 45                                 |
| All other kinds of business                                 | 320                                   | 19,902    | 2,313          | 11.6                        | 765                                 | 1,127    | 58            | 2,335                              |
| Bags and bagging  | 7                                     | 255       | 64             |                             | 45                                  | 76       | -             | 56                                 |
| Beer  | 8                                     | 1,134     | 102            |                             | 21                                  | 28       | 1             | 87                                 |
| Flowers and nursery stock                                   | 191                                   | 1,491     | 264            |                             | 67                                  | 95       | 18            | 63                                 |
| Forest products (except lumber)                             | 16                                    | 7,188     | 282            |                             | 56                                  | 123      | 15            | 341                                |
| Leather   | 3                                     | 739       | 141            |                             | 30                                  | 55       | 2             | 164                                |
| Leather goods   | 14                                    | 696       | 198            |                             | 81                                  | 98       | 3             | 281                                |
| Newspapers and Magazines                                    | 5                                     | 1,721     | 347            |                             | 206                                 | 279      | 4             | 192                                |
| Wines and spirituous liquors                                | 41                                    | 4,624     | 486            |                             | 133                                 | 227      | 9             | 745                                |
| Miscellaneous   | 35                                    | 2,043     | 429            |                             | 124                                 | 186      | 6             | 334                                |
| <b>IMPORTERS</b>  | 12                                    | 4,015     | 355            | 8.8                         | 24                                  | 73       | 8             | 553                                |
| Farm products-raw materials                                 | 4                                     | 1,105     | 48             | 4.3                         | 3                                   | 3        | -             | 475                                |
| All other kinds of business                                 | 8                                     | 2,910     | 307            | 10.5                        | 21                                  | 70       | 6             | 78                                 |
| <b>IMPORTERS</b>  | 78                                    | 10,484    | 978            | 9.3                         | 236                                 | 413      | 9             | 1,138                              |
| Dry goods   | 8                                     | 1,042     | 145            | 13.9                        | 40                                  | 93       | -             | 233                                |
| Notions   | 4                                     | 126       | 15             |                             | 7                                   | 9        | -             | 13                                 |
| All other   | 4                                     | 916       | 130            |                             | 33                                  | 84       | -             | 220                                |
| Farm products-consumer goods                                | 3                                     | 1,256     | 16             | 1.3                         | 4                                   | 12       | -             | 1                                  |
| Furniture and house furnishings                             | 10                                    | 559       | 102            | 19.0                        | 31                                  | 39       | 2             | 182                                |
| House furnishings   | 7                                     | 432       | 65             |                             | 20                                  | 22       | -             | 123                                |
| All other   | 3                                     | 105       | 36             |                             | 11                                  | 17       | 2             | 66                                 |
| Groceries and foods (except farm products)                  | 21                                    | 4,348     | 224            | 5.4                         | 67                                  | 99       | 5             | 287                                |
| Jewelry and optical goods                                   | 6                                     | 136       | 28             | 20.6                        | 7                                   | 16       | -             | 23                                 |
| Diamonds and other precious stones                          | 3                                     | 80        | 13             |                             | 3                                   | 7        | -             | 16                                 |
| Other jewelry specialties                                   | 3                                     | 56        | 15             |                             | 4                                   | 9        | -             | 7                                  |
| Lumber and building materials (other than metal)            | 4                                     | 355       | 132            | 37.3                        | 22                                  | 39       | -             | 58                                 |
| All other kinds of business                                 | 26                                    | 2,809     | 271            | 9.6                         | 65                                  | 115      | 2             | 347                                |
| Wines and spirituous liquors                                | 4                                     | 201       | 32             |                             | 14                                  | 10       | -             | 135                                |
| Miscellaneous   | 22                                    | 2,608     | 239            |                             | 51                                  | 105      | 2             | 212                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2 B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>LIMITED FUNCTION WHOLESALERS</b>                         |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 44                                    | 3,923     | 702            | 17.9                        | 248                                 | 377      | 12            | 361                                |
| Groceries (general line)                                    | 36                                    | 2,102     | 160            |                             | 36                                  | 52       | -             | 182                                |
| Confectionery and soft drinks                               | 4                                     | 246       | 204            |                             | 72                                  | 71       | 1             | 3                                  |
| Other food and grocery specialties                          | 4                                     | 1,575     | 338            |                             | 140                                 | 254      | 11            | 196                                |
| Petroleum and its products                                  | 4                                     | 654       | 44             | 6.7                         | 8                                   | 14       | -             | 3                                  |
| All other kinds of business                                 | 14                                    | 591       | 79             | 13.4                        | 20                                  | 47       | 7             | 11                                 |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| <b>WITH STOCKS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 9                                     | 2,776     | 473            | 17.0                        | 161                                 | 284      | -             | 178                                |
| Moving picture films  | 5                                     | 2,465     | 372            |                             | 133                                 | 240      | -             | 29                                 |
| All other   | 4                                     | 311       | 101            |                             | 28                                  | 44       | -             | 149                                |
| Automotive products   | 22                                    | 11,054    | 1,694          | 15.3                        | 430                                 | 755      | 4             | 1,343                              |
| Automobiles and other motor vehicles                        | 7                                     | 4,326     | 726            |                             | 201                                 | 345      | 2             | 572                                |
| Automotive eq't., accessories and parts                     | 8                                     | 664       | 204            |                             | 84                                  | 102      | -             | 105                                |
| Tires and tubes   | 7                                     | 6,064     | 764            |                             | 145                                 | 308      | 2             | 665                                |
| Chemicals   | 26                                    | 3,375     | 976            | 28.9                        | 260                                 | 434      | 5             | 677                                |
| Industrial chemicals  | 3                                     | 363       | 57             |                             | 16                                  | 24       | -             | 25                                 |
| Paints and varnishes  | 16                                    | 2,640     | 794            |                             | 211                                 | 351      | 4             | 581                                |
| All other   | 7                                     | 352       | 125            |                             | 33                                  | 59       | 1             | 71                                 |
| Clothing and furnishings                                    | 25                                    | 3,015     | 477            | 15.8                        | 203                                 | 314      | 2             | 469                                |
| Clothing, men's and boys'                                   | 6                                     | 1,128     | 219            |                             | 141                                 | 164      | -             | 200                                |
| Furnishings, men's and boys'                                | 6                                     | 689       | 130            |                             | 29                                  | 75       | -             | 118                                |
| Furnishings, women's and children's                         | 4                                     | 295       | 44             |                             | 19                                  | 32       | 1             | 87                                 |
| Hosiery   | 4                                     | 551       | 40             |                             | 5                                   | 19       | -             | 39                                 |
| All other   | 5                                     | 352       | 44             |                             | 9                                   | 24       | 1             | 25                                 |
| Drugs and drug sundries                                     | 8                                     | 1,092     | 324            | 29.7                        | 38                                  | 71       | -             | 80                                 |
| Toilet articles and preparations                            | 4                                     | 176       | 84             |                             | 19                                  | 27       | -             | 8                                  |
| All other   | 4                                     | 916       | 240            |                             | 19                                  | 44       | -             | 72                                 |
| Dry goods   | 17                                    | 3,030     | 227            | 7.5                         | 75                                  | 124      | -             | 328                                |
| Piece goods   | 11                                    | 2,522     | 162            |                             | 42                                  | 93       | -             | 260                                |
| All other   | 6                                     | 508       | 65             |                             | 33                                  | 31       | -             | 68                                 |
| Electrical goods  | 24                                    | 7,268     | 1,315          | 18.1                        | 478                                 | 726      | 1             | 1,503                              |
| Electrical appliances, eq't., & supplies                    | 18                                    | 6,638     | 1,205          |                             | 452                                 | 677      | -             | 1,178                              |
| Radios and radio equipment                                  | 3                                     | 343       | 62             |                             | 16                                  | 31       | 1             | 209                                |
| Refrigerators   | 3                                     | 287       | 47             |                             | 10                                  | 18       | -             | 116                                |
| Furniture and house furnishings                             | 13                                    | 3,369     | 501            | 14.9                        | 122                                 | 227      | 2             | 313                                |
| Floor coverings   | 5                                     | 1,941     | 203            |                             | 51                                  | 115      | 1             | 155                                |
| Furniture   | 4                                     | 1,047     | 237            |                             | 59                                  | 83       | 1             | 120                                |
| House furnishings (except china and glassware)              | 4                                     | 381       | 61             |                             | 12                                  | 29       | -             | 38                                 |
| Groceries and foods (except farm products)                  | 37                                    | 31,392    | 4,096          | 13.0                        | 903                                 | 1,690    | 51            | 2,016                              |
| Confectionery and soft drinks                               | 4                                     | 1,721     | 484            |                             | 58                                  | 114      | -             | 120                                |
| Meats and meat products                                     | 4                                     | 3,596     | 441            |                             | 185                                 | 263      | 2             | 247                                |
| Other food and grocery specialties                          | 29                                    | 26,075    | 3,171          |                             | 660                                 | 1,313    | 49            | 1,649                              |
| Hardware  | 7                                     | 237       | 42             | 17.7                        | 13                                  | 27       | 1             | 76                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WITH STOCKS (continued)                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Jewelry and optical goods                                   | 6                                     | \$505     | 955            | 30.7                        | 41                                  | \$67     | \$-           | 860                                |
| Lumber and building materials (other than metal)            | 12                                    | 4,299     | 956            | 22.2                        | 421                                 | 596      | 1             | 1,243                              |
| Lumber and millwork   | 4                                     | 1,028     | 94             | 24                          | 47                                  | -        | -             | 136                                |
| Brick and tile  | 3                                     | 556       | 171            | 39                          | 93                                  | 1        | 1             | 422                                |
| All other   | 5                                     | 2,715     | 691            | 358                         | 358                                 | 456      | -             | 683                                |
| Machinery, equipment and supplies (except electrical)       | 103                                   | 10,154    | 2,990          | 29.4                        | 969                                 | 1,466    | 15            | 3,559                              |
| Commercial machinery, equipment and supplies                | 17                                    | 1,496     | 549            |                             | 259                                 | 350      | 2             | 229                                |
| Office equipment and supplies (except furniture)            | 14                                    | 1,195     | 442            |                             | 233                                 | 302      | 2             | 200                                |
| All other   | 3                                     | 301       | 107            |                             | 26                                  | 48       | -             | 29                                 |
| Construction machinery, eq't. and supplies                  | 5                                     | 512       | 43             |                             | 21                                  | 15       | 1             | 119                                |
| Farm and dairy machinery and equipment                      | 5                                     | 1,583     | 411            |                             | 136                                 | 187      | 3             | 1,020                              |
| Industrial machinery, eq't. and supplies                    | 54                                    | 4,733     | 1,372          |                             | 368                                 | 641      | 8             | 1,496                              |
| Mechanical rubber goods                                     | 3                                     | 421       | 40             |                             | 15                                  | 37       | -             | 117                                |
| Mill and mine supplies (general line)                       | 6                                     | 511       | 165            |                             | 31                                  | 66       | -             | 160                                |
| All other   | 45                                    | 3,801     | 1,167          |                             | 322                                 | 538      | 8             | 1,221                              |
| Professional equipment and supplies                         | 12                                    | 1,556     | 459            |                             | 142                                 | 217      | -             | 419                                |
| Dental  | 4                                     | 267       | 93             |                             | 38                                  | 46       | -             | 143                                |
| Surgical, medical and hospital                              | 3                                     | 208       | 71             |                             | 21                                  | 37       | -             | 46                                 |
| All other   | 5                                     | 1,061     | 295            |                             | 83                                  | 134      | -             | 230                                |
| Service equipment and supplies                              | 10                                    | 474       | 156            |                             | 43                                  | 76       | 1             | 254                                |
| Laundry   | 3                                     | 206       | 88             |                             | 21                                  | 36       | 1             | 163                                |
| All other   | 7                                     | 268       | 68             |                             | 22                                  | 36       | -             | 91                                 |
| Metals (except scrap)                                       | 20                                    | 6,715     | 663            | 7.6                         | 180                                 | 333      | 1             | 1,601                              |
| Iron and steel  | 13                                    | 6,534     | 416            |                             | 138                                 | 236      | 1             | 1,177                              |
| Other metal and metal works                                 | 7                                     | 1,781     | 247            |                             | 42                                  | 95       | -             | 424                                |
| Paper and its products                                      | 13                                    | 3,737     | 1,004          | 26.9                        | 79                                  | 144      | 4             | 233                                |
| Paper and its products (general line)                       | 3                                     | 2,964     | 834            |                             | 42                                  | 59       | -             | 206                                |
| Paper and its products (specialty lines)                    | 5                                     | 598       | 125            |                             | 20                                  | 53       | -             | 7                                  |
| Stationery and stationery supplies                          | 5                                     | 155       | 45             |                             | 17                                  | 32       | 4             | 20                                 |
| Petroleum and its products                                  | 4                                     | 6,560     | 604            | 9.2                         | 114                                 | 189      | 8             | 85                                 |
| Plumbing and heating equipment and supplies                 | 12                                    | 2,076     | 591            | 28.5                        | 165                                 | 263      | 10            | 864                                |
| Plumbing and heating eq't. (general line)                   | 3                                     | 1,446     | 450            |                             | 149                                 | 202      | 9             | 610                                |
| All other   | 9                                     | 630       | 141            |                             | 36                                  | 61       | 1             | 254                                |
| Tobacco and its products (except leaf)                      | 3                                     | 1,611     | 165            | 11.5                        | 28                                  | 54       | 1             | 25                                 |
| All other kinds of business                                 | 19                                    | 5,121     | 684            | 13.4                        | 226                                 | 362      | 5             | 644                                |
| Forest products (except lumber)                             | 7                                     | 583       | 133            |                             | 42                                  | 59       | 2             | 234                                |
| Miscellaneous   | 12                                    | 4,538     | 551            |                             | 184                                 | 303      | 3             | 610                                |
| WITHOUT STOCKS  | 115                                   | 27,442    | 2,976          | 10.8                        | 617                                 | 1,543    | 19            | 3                                  |
| Amusement and sporting goods                                | 7                                     | 2,614     | 565            | 21.6                        | 160                                 | 273      | -             | -                                  |
| Chemicals   | 7                                     | 82        | 18             | 22.0                        | 10                                  | 10       | -             | -                                  |
| Paints and varnishes  | 4                                     | 58        | 12             |                             | 6                                   | 6        | -             | 3                                  |
| All other   | 3                                     | 24        | 6              |                             | 4                                   | 4        | -             | -                                  |
| Clothing and furnishings                                    | 10                                    | 838       | 109            | 13.0                        | 32                                  | 66       | 1             | -                                  |

BUREAU OF THE CENSUS

## WHOLESALE DISTRIBUTION: 1933

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Census of  
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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information was withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number<br>of estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WITHOUT STOCKS (continued)</b>                           |                                       |           |                |                             |                                     |          |               |                                    |
| Dry goods   | 16                                    | 52,173    | \$191          | 6.8                         | 73                                  | \$155    | \$ -          | \$ -                               |
| Notions   | 3                                     | 104       | 99             |                             | 52                                  | 86       | -             | -                                  |
| All other   | 13                                    | 2,069     | 92             |                             | 21                                  | 67       | -             | -                                  |
| Electrical goods  | 4                                     | 413       | 41             | 9.9                         | 6                                   | 35       | 2             | -                                  |
| Furniture and house furnishings                             | 4                                     | 224       | 18             | 8.0                         | 4                                   | 12       | -             | -                                  |
| Groceries and foods (except farm products)                  | 3                                     | 2,369     | 522            | 22.0                        | 66                                  | 145      | -             | -                                  |
| Jewelry and optical goods                                   | 3                                     | 64        | 13             | 20.3                        | 4                                   | 9        | -             | -                                  |
| Lumber and building materials (other than<br>metal)         | 8                                     | 1,580     | 138            | 8.7                         | 35                                  | 71       | -             | -                                  |
| Lumber and millwork   | 3                                     | 246       | 26             |                             | 9                                   | 16       | -             | -                                  |
| All other   | 5                                     | 1,334     | 112            |                             | 26                                  | 55       | -             | -                                  |
| Machinery, equipment and supplies (except<br>electrical)    | 19                                    | 5,394     | 487            | 9.0                         | 96                                  | 295      | 16            | -                                  |
| Industrial machinery, eqpt. and supplies                    | 12                                    | 4,962     | 384            |                             | 73                                  | 241      | -             | -                                  |
| All other   | 7                                     | 432       | 103            |                             | 23                                  | 54       | 16            | -                                  |
| Metals (except scrap)                                       | 9                                     | 4,614     | 238            | 5.2                         | 64                                  | 145      | -             | -                                  |
| Paper and its products                                      | 4                                     | 774       | 35             | 4.5                         | 11                                  | 21       | -             | -                                  |
| Plumbing and heating equipment and supplies                 | 3                                     | 265       | 58             | 21.8                        | 8                                   | 14       | -             | -                                  |
| All other kinds of business                                 | 18                                    | 6,036     | 543            | 9.0                         | 228                                 | 290      | -             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| <b>BROKERS</b>  | 99                                    | 42,893    | 1,285          | 3.0                         | 235                                 | 615      | 16            | 183                                |
| Farm products—raw materials                                 | 5                                     | 1,588     | 34             | 2.1                         | 3                                   | 4        | 1             | 46                                 |
| Farm products—consumer goods                                | 23                                    | 10,577    | 401            | 3.8                         | 47                                  | 189      | 4             | 3                                  |
| Fruits and vegetables (fresh)                               | 18                                    | 6,981     | 334            |                             | 38                                  | 149      | 3             | -                                  |
| All other   | 5                                     | 3,696     | 67             |                             | 9                                   | 40       | 1             | 3                                  |
| Groceries and foods (except farm products)                  | 44                                    | 21,995    | 492            | 2.2                         | 126                                 | 252      | 9             | 64                                 |
| Fish and sea foods  | 4                                     | 1,298     | 18             |                             | 6                                   | 10       | -             | -                                  |
| Other food and grocery specialties                          | 40                                    | 20,697    | 474            |                             | 120                                 | 242      | 9             | 64                                 |
| Jewelry and optical goods                                   | 4                                     | 270       | 36             | 13.3                        | 9                                   | 8        | 2             | 36                                 |
| Petroleum and its products                                  | 5                                     | 1,608     | 193            | 12.0                        | 20                                  | 108      | -             | 5                                  |
| Waste materials   | 7                                     | 135       | 10             | 7.4                         | 6                                   | 6        | -             | 1                                  |
| All other kinds of business                                 | 14                                    | 6,619     | 119            | 1.8                         | 24                                  | 48       | -             | 28                                 |
| <b>COMMISSION MERCHANTS</b>                                 | 56                                    | 16,905    | 1,453          | 8.6                         | 352                                 | 605      | 67            | 138                                |
| Farm products—consumer goods                                | 36                                    | 10,732    | 1,161          | 10.8                        | 297                                 | 500      | 65            | 75                                 |
| Furniture and house furnishings                             | 4                                     | 130       | 23             | 17.7                        | 5                                   | 10       | -             | 15                                 |
| All other kinds of business                                 | 16                                    | 6,043     | 269            | 4.5                         | 50                                  | 95       | 2             | 47                                 |
| <b>EXPORT AND IMPORT AGENTS</b>                             | 6                                     | 560       | 17             | 3.0                         | 3                                   | 7        | -             | -                                  |
| <b>MANUFACTURERS' AGENTS</b>                                | 360                                   | 30,849    | 1,758          | 5.7                         | 532                                 | 796      | 53            | 705                                |
| Amusement and sporting goods                                | 9                                     | 846       | 45             | 5.3                         | 18                                  | 21       | -             | 29                                 |
| Toys, novelties, and fireworks                              | 5                                     | 312       | 23             |                             | 7                                   | 12       | -             | 5                                  |
| All other   | 4                                     | 534       | 22             |                             | 11                                  | 9        | -             | 24                                 |
| Automotive products (equipment, accessories<br>and parts)   | 14                                    | 572       | 51             | 8.9                         | 18                                  | 23       | 2             | 4                                  |
| Chemicals   | 15                                    | 1,427     | 72             | 5.0                         | 25                                  | 41       | 2             | 39                                 |
| Industrial chemicals  | 9                                     | 1,018     | 49             |                             | 15                                  | 25       | 1             | 39                                 |
| All other   | 6                                     | 409       | 23             |                             | 11                                  | 15       | 1             | -                                  |

## WHOLESALE DISTRIBUTION: 1933

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Census of  
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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of<br>year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|---------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                       |
| MANUFACTURERS' AGENTS (continued)                           |                                       |           |                |                             |                                     |          |               |                                       |
| Clothing and furnishings                                    | 46                                    | 34,326    | 180            | 4.2                         | 57                                  | 573      | 34            | 333                                   |
| Clothing, men's and boys'                                   | 4                                     | 271       | 4              | -                           | -                                   | -        | -             | -                                     |
| Clothing, women's and children's                            | 15                                    | 1,775     | 67             | -                           | 26                                  | 27       | 2             | 21                                    |
| Furnishings, men's and boys'                                | 5                                     | 338       | 19             | -                           | 4                                   | 10       | 2             | 1                                     |
| Hosiery   | 3                                     | 525       | 12             | -                           | 6                                   | 8        | -             | -                                     |
| Millinery and millinery supplies                            | 7                                     | 302       | 23             | -                           | 7                                   | 9        | -             | 6                                     |
| Shoes and other footwear                                    | 5                                     | 650       | 16             | -                           | 3                                   | 2        | -             | -                                     |
| All other   | 7                                     | 405       | 39             | -                           | 11                                  | 17       | -             | 5                                     |
| Drugs and drug sundries                                     | 5                                     | 87        | 10             | 11.5                        | 2                                   | 2        | 1             | 4                                     |
| Dry goods   | 81                                    | 7,381     | 192            | 2.6                         | 45                                  | 61       | 6             | 30                                    |
| Knit goods  | 7                                     | 1,212     | 12             | -                           | -                                   | -        | -             | -                                     |
| Notions   | 18                                    | 542       | 26             | -                           | 8                                   | 11       | -             | 6                                     |
| Piece goods   | 52                                    | 5,262     | 127            | -                           | 30                                  | 43       | 3             | 24                                    |
| All other   | 4                                     | 365       | 17             | -                           | 7                                   | 7        | 3             | -                                     |
| Electrical goods  | 32                                    | 1,608     | 139            | 8.6                         | 46                                  | 74       | 6             | 57                                    |
| Electrical appliances, equipment and<br>supplies            | 22                                    | 1,049     | 80             | -                           | 33                                  | 41       | 3             | 22                                    |
| All other   | 10                                    | 559       | 59             | -                           | 13                                  | 33       | 3             | 25                                    |
| Furniture and house furnishings                             | 23                                    | 1,713     | 58             | 3.4                         | 13                                  | 20       | 2             | 37                                    |
| China, glassware and crockery                               | 5                                     | 207       | 15             | -                           | 6                                   | 6        | 1             | -                                     |
| House furnishings (except china and<br>glassware)           | 14                                    | 864       | 25             | -                           | 4                                   | 3        | 1             | 2                                     |
| All other   | 4                                     | 642       | 18             | -                           | 3                                   | 11       | -             | 35                                    |
| Groceries and foods (except farm products)                  | 8                                     | 5,153     | 247            | 4.8                         | 82                                  | 165      | 1             | 54                                    |
| Hardware  | 23                                    | 1,714     | 93             | 5.4                         | 35                                  | 46       | 2             | 13                                    |
| Hardware (general line)                                     | 4                                     | 455       | 27             | -                           | 12                                  | 11       | -             | 10                                    |
| Hardware (specialty lines)                                  | 19                                    | 1,279     | 66             | -                           | 23                                  | 35       | 2             | 3                                     |
| Jewelry and optical goods                                   | 6                                     | 149       | 8              | 5.4                         | 1                                   | 1        | -             | 5                                     |
| Lumber and building materials (other than<br>metal)         | 3                                     | 171       | 45             | 26.3                        | 12                                  | 18       | 8             | 23                                    |
| Machinery, equipment and supplies (except<br>electrical)    | 72                                    | 3,133     | 511            | 16.3                        | 128                                 | 201      | 16            | 341                                   |
| Commercial machinery, equipment and<br>supplies             | 14                                    | 351       | 55             | -                           | 22                                  | 25       | 1             | 29                                    |
| Office equipment and supplies (except<br>furniture)         | 5                                     | 80        | 17             | -                           | 5                                   | 7        | -             | 10                                    |
| All other   | 9                                     | 271       | 38             | -                           | 17                                  | 18       | 1             | 19                                    |
| Industrial machinery, eqpt. and supplies                    | 42                                    | 1,828     | 323            | -                           | 68                                  | 117      | 12            | 205                                   |
| Machine tools   | 3                                     | 56        | 9              | -                           | 2                                   | 3        | -             | 1                                     |
| Mill and mine supplies (general line)                       | 5                                     | 836       | 167            | -                           | 22                                  | 47       | 1             | 100                                   |
| All other   | 34                                    | 936       | 147            | -                           | 44                                  | 67       | 11            | 104                                   |
| Professional equipment and supplies                         | 4                                     | 350       | 30             | -                           | 8                                   | 14       | -             | 34                                    |
| Service equipment and supplies                              | 8                                     | 305       | 55             | -                           | 16                                  | 21       | 3             | 34                                    |
| Other machinery, equipment and supplies                     | 4                                     | 259       | 48             | -                           | 14                                  | 24       | -             | 39                                    |
| Metals (except scrap)                                       | 5                                     | 512       | 16             | 3.1                         | 6                                   | 11       | -             | 2                                     |
| Paper and its products                                      | 13                                    | 1,094     | 38             | 3.5                         | 23                                  | 14       | 1             | 3                                     |
| Paper and its products (specialty lines)                    | 8                                     | 924       | 26             | -                           | 8                                   | 7        | -             | 3                                     |
| All other   | 5                                     | 170       | 12             | -                           | 15                                  | 7        | 1             | -                                     |
| Plumbing and heating equipment and supplies                 | 6                                     | 203       | 16             | 7.9                         | 10                                  | 11       | -             | 2                                     |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>establish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|----------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                  |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>MANUFACTURERS' AGENTS (continued)</b>                    |                                  |           |                |                             |                                     |          |               |                                    |
| All other kinds of business                                 | 19                               | 2760      | 237            | 4.9                         | 10                                  | \$14     | \$2           | 59                                 |
| Leather goods   | 3                                | 92        | 9              |                             | 4                                   | 5        | 1             | -                                  |
| Wines and spirituous liquors                                | 5                                | 53        | 7              |                             | 1                                   | 2        | 1             | -                                  |
| Miscellaneous   | 11                               | 615       | 21             |                             | 5                                   | 7        | -             | 9                                  |
| <b>SELLING AGENTS</b>                                       |                                  |           |                |                             |                                     |          |               |                                    |
| Drugs and drug supplies                                     | 25                               | 1,384     | 134            | 9.7                         | 37                                  | 61       | 4             | 44                                 |
| Groceries and foods (except farm products)                  | 3                                | 81        | 3              | 3.7                         | 1                                   | 2        | -             | -                                  |
| Lumber and building materials (other than metal)            | 7                                | 150       | 37             | 24.7                        | 5                                   | 10       | 3             | 22                                 |
| All other kinds of business                                 | 4                                | 147       | 8              | 5.4                         | 2                                   | 3        | 1             | 5                                  |
|   | 11                               | 1,006     | 86             | 8.5                         | 29                                  | 46       | -             | 17                                 |
| <b>OTHER AGENTS</b>   |                                  |           |                |                             |                                     |          |               |                                    |
| Furniture and house furnishings                             | 12                               | 1,177     | 167            | 15.9                        | 51                                  | 87       | 13            | 66                                 |
| All other kinds of business                                 | 7                                | 489       | 58             | 11.9                        | 20                                  | 22       | 8             | 13                                 |
|   | 5                                | 688       | 129            | 18.8                        | 31                                  | 65       | 5             | 53                                 |
| <b>ALL OTHER TYPES</b>                                      |                                  |           |                |                             |                                     |          |               |                                    |
| <b>BULK TANK STATIONS (petroleum)</b>                       |                                  |           |                |                             |                                     |          |               |                                    |
| CHAIN STORE WAREHOUSES                                      | 53                               | 53,368    | 6,022          | 11.3                        | 1,238                               | 2,377    | 27            | 1,466                              |
| ASSEMBLERS AND COUNTRY BUYERS                               | 7                                | 12,657    | 231            | 1.8                         | 114                                 | 136      | 3             | 741                                |
|   | 15                               | 10,179    | 1,005          | 9.9                         | 134                                 | 476      | 269           | 250                                |
| Farm products-consumer goods                                | 10                               | 6,043     | 518            | 8.6                         | 67                                  | 270      | 145           | 45                                 |
| All other kinds of business                                 | 5                                | 4,136     | 487            | 11.8                        | 67                                  | 206      | 114           | 205                                |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   |                                  |           |                |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 18                               | 28,346    | 2,526          | 8.9                         | 484                                 | 900      | 112           | 1,877                              |
| Fruits and vegetables (fresh)                               | 11                               | 18,138    | 1,422          | 7.8                         | 405                                 | 628      | 44            | 532                                |
| All other   | 4                                | 1,598     | 132            |                             | 33                                  | 87       | 44            | 31                                 |
|   | 7                                | 16,540    | 1,290          |                             | 372                                 | 541      | -             | 501                                |
| Groceries and foods (except farm products)                  | 3                                | 9,605     | 916            | 9.5                         | 36                                  | 192      | 66            | 1,250                              |
| All other kinds of business                                 | 4                                | 603       | 188            | 31.2                        | 43                                  | 80       | 2             | 95                                 |
| <b>SAN FRANCISCO</b>  |                                  |           |                |                             |                                     |          |               |                                    |
|   | 2,696                            | 911,747   | 112,796        | 12.4                        | 25,385                              | 44,780   | 1,288         | 106,396                            |
| <b>WHOLESALE MERCHANTS</b>                                  |                                  |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 1,574                            | 409,343   | 60,130         | 14.7                        | 15,209                              | 25,336   | 818           | 61,316                             |
| Manufacturers' sales branches                               | 578                              | 275,984   | 41,382         | 15.0                        | 7,389                               | 14,214   | 330           | 33,521                             |
| Agents and brokers  | 497                              | 142,840   | 6,028          | 4.2                         | 1,602                               | 2,942    | 96            | 2,842                              |
| All other types   | 47                               | 83,580    | 5,256          | 6.3                         | 1,185                               | 2,288    | 44            | 8,717                              |
| <b>WHOLESALE MERCHANTS</b>                                  |                                  |           |                |                             |                                     |          |               |                                    |
|   | 1,402                            | 345,619   | 56,052         | 16.2                        | 14,422                              | 23,646   | 764           | 56,474                             |
| Amusement and sporting goods                                | 43                               | 2,970     | 984            | 33.1                        | 259                                 | 397      | 18            | 989                                |
| Cameras and motion picture equipment and supplies           | 5                                | 302       | 90             |                             | 26                                  | 52       | 1             | 49                                 |
| Loving picture films  | 4                                | 195       | 144            |                             | 23                                  | 43       | -             | -                                  |
| Sporting goods (general line)                               | 5                                | 1,201     | 383            |                             | 98                                  | 122      | 1             | 440                                |
| Toys, novelties, and fireworks                              | 16                               | 855       | 248            |                             | 82                                  | 125      | 13            | 352                                |
| All other   | 13                               | 417       | 119            |                             | 30                                  | 56       | 3             | 148                                |
| <b>Automotive products</b>                                  |                                  |           |                |                             |                                     |          |               |                                    |
| Automobiles and other motor vehicles                        | 81                               | 13,522    | 2,457          | 18.2                        | 718                                 | 1,317    | 111           | 1,479                              |
| Automotive eq't., accessories and parts                     | 7                                | 6,683     | 944            |                             | 214                                 | 539      | 80            | 388                                |
| Tires and tubes   | 64                               | 4,379     | 1,304          |                             | 448                                 | 689      | 30            | 1,167                              |
|   | 10                               | 2,500     | 209            |                             | 56                                  | 89       | 1             | 153                                |
| <b>Chemicals</b>  |                                  |           |                |                             |                                     |          |               |                                    |
| Paints and varnishes  | 26                               | 4,235     | 940            | 22.2                        | 234                                 | 471      | 24            | 1,021                              |
| All other   | 17                               | 2,870     | 708            |                             | 174                                 | 302      | 21            | 830                                |
|   | 9                                | 1,365     | 232            |                             | 60                                  | 129      | 3             | 201                                |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALE MERCHANTS (continued)                             |                                       |           |                |                             |                                     |          |               |                                    |
| Clothing and furnishings                                    | 81                                    | \$9,489   | 31,769         | 18.6                        | 558                                 | \$819    | \$33          | \$1,821                            |
| Clothing and furnishings (general line)                     | 3                                     | 372       | 62             |                             | 23                                  | 24       | -             | 70                                 |
| Clothing, men's and boys'                                   | 11                                    | 1,075     | 278            |                             | 86                                  | 114      | 1             | 585                                |
| Clothing, women's and children's                            | 26                                    | 4,080     | 530            |                             | 146                                 | 216      | 16            | 305                                |
| Furnishings, men's and boys'                                | 10                                    | 778       | 131            |                             | 34                                  | 66       | 7             | 238                                |
| Furnishings, women's and children's                         | 11                                    | 1,281     | 343            |                             | 107                                 | 145      | 3             | 293                                |
| Millinery and millinery supplies                            | 11                                    | 602       | 208            |                             | 91                                  | 114      | 5             | 56                                 |
| Shoes and other footwear                                    | 6                                     | 1,298     | 206            |                             | 66                                  | 136      | 1             | 254                                |
| All other   | 3                                     | 63        | 11             |                             | 5                                   | 4        | -             | 20                                 |
| Coal  | 5                                     | 615       | 238            | 38.7                        | 37                                  | 114      | 20            | 36                                 |
| Drugs and drug sundries                                     | 36                                    | 10,381    | 1,449          | 14.0                        | 545                                 | 723      | 2             | 2,721                              |
| Drugs (general line)  | 5                                     | 8,472     | 1,153          |                             | 457                                 | 603      | 2             | 2,436                              |
| Drugs (specialty lines)                                     | 20                                    | 680       | 98             |                             | 42                                  | 41       | -             | 139                                |
| Toilet articles and preparations                            | 5                                     | 413       | 49             |                             | 12                                  | 29       | -             | 70                                 |
| All other   | 6                                     | 816       | 149            |                             | 34                                  | 50       | -             | 76                                 |
| Dry goods   | 58                                    | 7,939     | 1,548          | 19.5                        | 503                                 | 755      | 7             | 2,625                              |
| Dry goods (general line)                                    | 11                                    | 2,495     | 547            |                             | 208                                 | 276      | 1             | 1,345                              |
| Knit goods  | 10                                    | 1,990     | 227            |                             | 70                                  | 86       | 1             | 231                                |
| Notions   | 6                                     | 953       | 233            |                             | 89                                  | 137      | 1             | 333                                |
| Piece goods   | 24                                    | 2,816     | 489            |                             | 114                                 | 230      | 4             | 613                                |
| All other   | 7                                     | 275       | 52             |                             | 22                                  | 27       | -             | 103                                |
| Electrical goods  | 50                                    | 6,886     | 1,647          | 23.9                        | 503                                 | 813      | 16            | 1,190                              |
| Electrical appliances, eq't. and supplies                   | 36                                    | 6,103     | 1,363          |                             | 419                                 | 676      | 12            | 1,026                              |
| All other   | 14                                    | 783       | 284            |                             | 84                                  | 137      | 4             | 164                                |
| Farm products—raw materials                                 | 32                                    | 18,572    | 984            | 5.3                         | 129                                 | 367      | 30            | 1,856                              |
| Grain   | 11                                    | 7,701     | 310            |                             | 41                                  | 118      | 2             | 423                                |
| Hides, skins, and furs (raw)                                | 12                                    | 2,693     | 243            |                             | 47                                  | 135      | 27            | 254                                |
| All other   | 9                                     | 8,098     | 431            |                             | 41                                  | 114      | 1             | 1,179                              |
| Farm products—consumer goods                                | 120                                   | 30,624    | 4,827          | 15.8                        | 1,434                               | 2,267    | 77            | 821                                |
| Dairy products (general line)                               | 7                                     | 2,679     | 735            |                             | 132                                 | 420      | 9             | 26                                 |
| Poultry and poultry products                                | 18                                    | 1,601     | 252            |                             | 119                                 | 133      | 21            | 23                                 |
| Dairy and poultry products                                  | 15                                    | 13,113    | 1,440          |                             | 581                                 | 712      | 35            | 525                                |
| Fruits and vegetables (fresh)                               | 70                                    | 10,265    | 1,299          |                             | 297                                 | 499      | 12            | 173                                |
| All other   | 10                                    | 2,964     | 1,101          |                             | 295                                 | 504      | -             | 74                                 |
| Farm supplies   | 19                                    | 2,611     | 841            | 32.2                        | 261                                 | 380      | 16            | 1,011                              |
| Feed  | 3                                     | 493       | 101            |                             | 19                                  | 46       | -             | 93                                 |
| Seeds   | 10                                    | 1,819     | 634            |                             | 197                                 | 284      | 15            | 855                                |
| All other   | 6                                     | 599       | 106            |                             | 35                                  | 50       | 1             | 63                                 |
| Furniture and house furnishings                             | 45                                    | 5,041     | 1,073          | 21.3                        | 395                                 | 554      | 26            | 2,029                              |
| Floor coverings   | 6                                     | 2,504     | 413            |                             | 169                                 | 244      | 2             | 1,111                              |
| Furniture   | 8                                     | 272       | 68             |                             | 17                                  | 29       | 3             | 48                                 |
| House furnishings (except floor coverings and furniture)    | 25                                    | 2,055     | 510            |                             | 166                                 | 247      | 20            | 760                                |
| All other   | 6                                     | 230       | 82             |                             | 23                                  | 34       | 1             | 110                                |
| Groceries and foods (except farm products)                  | 251                                   | 128,236   | 15,480         | 12.1                        | 3,164                               | 5,600    | 74            | 19,798                             |
| Groceries (general line)                                    | 22                                    | 20,161    | 1,982          |                             | 631                                 | 1,209    | 11            | 3,162                              |
| Confectionery and soft drinks                               | 18                                    | 1,193     | 215            |                             | 74                                  | 118      | 3             | 168                                |
| Fish and sea foods  | 22                                    | 2,572     | 902            |                             | 255                                 | 458      | 15            | 121                                |
| Meats and meat products                                     | 48                                    | 7,705     | 1,287          |                             | 400                                 | 680      | 8             | 185                                |
| Other food and grocery specialties                          | 141                                   | 96,885    | 11,094         |                             | 1,804                               | 3,185    | 37            | 16,162                             |



## WHOLESALE DISTRIBUTION: 1933

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WHOLESALE MERCHANTS (continued)                             |                                       |           |                |                             |                                     |          |               |                                    |
| Hardware  | 26                                    | 39,130    | 2,281          | 25.0                        | 857                                 | 21,212   | 36            | 33,674                             |
| Hardware (general line)                                     | 8                                     | 7,007     | 1,716          |                             | 666                                 | 924      | 5             | 3,079                              |
| Hardware (specialty lines)                                  | 18                                    | 2,123     | 565            |                             | 191                                 | 288      | 1             | 595                                |
| Jewelry and optical goods                                   | 43                                    | 3,062     | 937            | 30.6                        | 287                                 | 418      | 12            | 933                                |
| Jewelry (general line)                                      | 27                                    | 2,046     | 662            |                             | 191                                 | 279      | 6             | 643                                |
| Clocks and watches  | 3                                     | 19        | 8              |                             | 5                                   | 5        | -             | 7                                  |
| Diamonds and other precious stones                          | 4                                     | 319       | 25             | 4                           | 10                                  | 2        | 2             | 105                                |
| Other jewelry specialties                                   | 6                                     | 112       | 19             |                             | 8                                   | 7        | -             | 43                                 |
| Optical goods   | 3                                     | 566       | 203            |                             | 79                                  | 117      | 4             | 135                                |
| Lumber and building materials (other than metal)            | 49                                    | 8,053     | 2,386          | 29.6                        | 383                                 | 934      | 69            | 1,491                              |
| Lumber and millwork   | 20                                    | 3,321     | 625            |                             | 157                                 | 309      | 22            | 991                                |
| Asbestos products   | 5                                     | 389       | 124            |                             | 42                                  | 56       | 10            | 104                                |
| Glass   | 6                                     | 228       | 52             |                             | 27                                  | 62       | 8             | 115                                |
| All other   | 18                                    | 4,105     | 1,545          |                             | 157                                 | 507      | 29            | 281                                |
| Machinery, equipment and supplies (except electrical)       | 169                                   | 17,510    | 4,323          | 24.7                        | 1,324                               | 2,176    | 64            | 4,373                              |
| Commercial machinery, eqp't. and supplies                   | 27                                    | 2,302     | 803            |                             | 258                                 | 391      | 9             | 729                                |
| Office equipment and supplies (except furniture)            | 11                                    | 375       | 160            |                             | 55                                  | 96       | 6             | 101                                |
| Store equipment and supplies                                | 3                                     | 67        | 16             |                             | 15                                  | 7        | -             | 16                                 |
| All other   | 13                                    | 1,860     | 627            |                             | 168                                 | 288      | 3             | 612                                |
| Construction machinery, equipment and supplies              | 7                                     | 596       | 111            |                             | 32                                  | 53       | -             | 126                                |
| Road machinery and equipment                                | 4                                     | 176       | 30             |                             | 13                                  | 14       | -             | 31                                 |
| All other   | 3                                     | 420       | 81             |                             | 19                                  | 39       | -             | 95                                 |
| Farm and dairy machinery and equipment                      | 6                                     | 1,048     | 257            |                             | 71                                  | 138      | 8             | 272                                |
| Industrial machinery, eqp't. and supplies                   | 66                                    | 6,457     | 1,387          |                             | 415                                 | 693      | 32            | 1,557                              |
| Bottles and bottling equipment                              | 8                                     | 1,282     | 196            |                             | 79                                  | 93       | 2             | 211                                |
| Machine tools   | 3                                     | 225       | 67             |                             | 20                                  | 40       | 1             | 79                                 |
| Mechanical rubber goods                                     | 4                                     | 333       | 37             |                             | 22                                  | 37       | -             | 69                                 |
| Mill and mine supplies (general line)                       | 12                                    | 2,101     | 294            |                             | 86                                  | 154      | 11            | 553                                |
| All other   | 39                                    | 2,516     | 751            |                             | 208                                 | 369      | 18            | 645                                |
| Professional equipment and supplies                         | 28                                    | 2,860     | 722            |                             | 270                                 | 413      | 3             | 734                                |
| Dental  | 10                                    | 492       | 173            |                             | 78                                  | 98       | 1             | 228                                |
| Surgical, medical and hospital                              | 8                                     | 420       | 140            |                             | 44                                  | 66       | 1             | 114                                |
| All other   | 10                                    | 1,948     | 409            |                             | 148                                 | 249      | 1             | 392                                |
| Service equipment and supplies                              | 22                                    | 2,451     | 595            |                             | 145                                 | 260      | 3             | 341                                |
| Barber and beauty parlor                                    | 8                                     | 837       | 259            |                             | 66                                  | 99       | 2             | 114                                |
| Laundry   | 3                                     | 203       | 56             |                             | 10                                  | 30       | -             | 96                                 |
| All other   | 11                                    | 1,411     | 280            |                             | 69                                  | 131      | 1             | 131                                |
| Transportation equipment and supplies                       | 13                                    | 1,796     | 452            |                             | 133                                 | 228      | 9             | 614                                |
| Metals (except scrap)                                       | 37                                    | 2,556     | 726            | 28.4                        | 186                                 | 368      | 37            | 944                                |
| Iron and steel  | 27                                    | 2,100     | 620            |                             | 125                                 | 334      | 35            | 840                                |
| All other   | 10                                    | 456       | 106            |                             | 31                                  | 54       | 2             | 104                                |
| Paper and its products                                      | 29                                    | 7,738     | 1,504          | 20.7                        | 633                                 | 969      | 11            | 1,443                              |
| Paper and its products (general line)                       | 6                                     | 4,931     | 909            |                             | 326                                 | 548      | 5             | 939                                |
| Paper and its products (specialty lines)                    | 17                                    | 1,033     | 313            |                             | 108                                 | 157      | 3             | 230                                |
| Stationery and stationery supplies                          | 3                                     | 1,544     | 325            |                             | 183                                 | 261      | 3             | 247                                |
| All other   | 3                                     | 130       | 57             |                             | 16                                  | 23       | -             | 27                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALE MERCHANTS (continued)</b>                      |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 7                                     | \$619     | \$294          | 47.5                        | 81                                  | \$134    | \$7           | \$105                              |
| Plumbing and heating equipment and supplies                 | 38                                    | 4,623     | 1,309          | 28.3                        | 398                                 | 710      | 13            | 1,402                              |
| Pipe, valves and fittings                                   | 4                                     | 512       | 157            |                             | 35                                  | 73       | 2             | 179                                |
| Plumbing and heating equipment (general<br>line)            | 12                                    | 2,526     | 664            |                             | 224                                 | 379      | 5             | 936                                |
| Stores and ranges   | 4                                     | 252       | 63             |                             | 16                                  | 33       |               | 54                                 |
| All other   | 18                                    | 1,323     | 415            |                             | 121                                 | 225      | 6             | 233                                |
| Tobacco and its products (except leaf)                      | 14                                    | 33,085    | 4,211          | 12.7                        | 174                                 | 319      | 15            | 805                                |
| Waste materials   | 27                                    | 1,837     | 358            | 19.5                        | 113                                 | 134      | 11            | 202                                |
| Waste paper, rags and rubber                                | 5                                     | 941       | 201            |                             | 62                                  | 68       | 4             | 42                                 |
| All other   | 22                                    | 896       | 157            |                             | 51                                  | 66       | 7             | 160                                |
| All other kinds of business                                 | 116                                   | 16,285    | 3,386          | 20.8                        | 1,256                               | 1,695    | 65            | 3,693                              |
| Bags and bagging  | 4                                     | 2,905     | 448            |                             | 226                                 | 322      | 26            | 539                                |
| Beer  | 9                                     | 622       | 119            |                             | 36                                  | 62       | 2             | 50                                 |
| Books and periodicals                                       | 6                                     | 352       | 102            |                             | 29                                  | 53       | -             | 86                                 |
| Flowers and nursery stock                                   | 19                                    | 498       | 149            |                             | 60                                  | 60       | 3             | 33                                 |
| Forest products (except lumber)                             | 10                                    | 476       | 116            |                             | 45                                  | 60       | -             | 52                                 |
| Leather   | 4                                     | 718       | 33             |                             | 11                                  | 15       | 1             | 45                                 |
| Leather goods   | 4                                     | 537       | 164            |                             | 74                                  | 113      | 10            | 195                                |
| Newspepers and magazines                                    | 3                                     | 1,213     | 277            |                             | 151                                 | 210      | 2             | 170                                |
| Wines and spirituous liquors                                | 34                                    | 1,562     | 336            |                             | 64                                  | 113      | 14            | 920                                |
| Miscellaneous   | 23                                    | 7,412     | 1,642          |                             | 552                                 | 697      | 7             | 1,603                              |
| <b>EXPORTERS</b>  | 35                                    | 15,220    | 709            | 4.7                         | 141                                 | 335      | 9             | 875                                |
| Farm products—raw materials                                 | 5                                     | 3,947     | 77             | 2.0                         | 16                                  | 41       | 1             | 712                                |
| Farm products—consumer goods                                | 5                                     | 1,014     | 48             | 4.7                         | 8                                   | 19       | 1             | 17                                 |
| General merchandise   | 3                                     | 1,750     | 122            | 7.0                         | 27                                  | 70       | -             | 7                                  |
| Groceries and foods (except farm products)                  | 13                                    | 3,576     | 151            | 4.2                         | 39                                  | 78       | -             | 85                                 |
| All other kinds of business                                 | 9                                     | 4,953     | 311            | 6.3                         | 49                                  | 128      | 7             | 54                                 |
| <b>IMPORTERS</b>  | 106                                   | 42,239    | 2,749          | 6.5                         | 494                                 | 1,077    | 38            | 3,790                              |
| Dry goods   | 10                                    | 629       | 78             | 12.4                        | 32                                  | 40       | 3             | 149                                |
| Notions   | 5                                     | 200       | 28             |                             | 12                                  | 17       | 2             | 46                                 |
| All other   | 5                                     | 429       | 50             |                             | 20                                  | 23       | 1             | 103                                |
| Farm products—raw materials                                 | 4                                     | 582       | 61             | 10.5                        | 11                                  | 33       | -             | 24                                 |
| Farm supplies   | 3                                     | 4,101     | 379            | 9.2                         | 26                                  | 115      | 19            | 354                                |
| Furniture and house furnishings                             | 14                                    | 397       | 80             | 20.2                        | 24                                  | 35       | 5             | 100                                |
| China, glassware and crockery                               | 3                                     | 93        | 13             |                             | 4                                   | 5        | 1             | 9                                  |
| House furnishings (except floor coverings<br>and furniture) | 7                                     | 231       | 50             |                             | 15                                  | 24       | 3             | 57                                 |
| All other   | 4                                     | 73        | 17             |                             | 5                                   | 6        | 1             | 34                                 |
| Groceries and foods (except farm products)                  | 36                                    | 29,841    | 1,700          | 5.7                         | 285                                 | 666      | 7             | 2,294                              |
| Jewelry and optical goods                                   | 8                                     | 328       | 56             | 17.1                        | 14                                  | 25       | 1             | 226                                |
| Jewelry (general line)                                      | 3                                     | 159       | 30             |                             | 6                                   | 12       | 1             | 84                                 |
| Other jewelry specialties                                   | 5                                     | 169       | 26             |                             | 8                                   | 13       | -             | 142                                |
| All other kinds of business                                 | 31                                    | 6,361     | 395            | 6.2                         | 102                                 | 163      | 3             | 643                                |
| Wines and spirituous liquors                                | 6                                     | 297       | 26             |                             | 7                                   | 15       | -             | 206                                |
| Miscellaneous   | 25                                    | 6,064     | 369            |                             | 95                                  | 148      | 3             | 437                                |
| <b>LIMITED FUNCTION WHOLESALERS</b>                         | 31                                    | 6,265     | 620            | 9.9                         | 152                                 | 277      | 7             | 177                                |
| Dry goods   | 3                                     | 205       | 7              | 3.4                         | 1                                   | 6        | -             | 3                                  |
| Groceries and foods (except farm products)                  | 12                                    | 3,182     | 269            | 8.4                         | 100                                 | 163      | 4             | 165                                |
| Confectionery (general line)                                | 5                                     | 1,398     | 51             |                             | 19                                  | 23       | -             | 87                                 |
| Confectionery and soft drinks                               | 3                                     | 1,138     | 115            |                             | 39                                  | 62       | 3             | 66                                 |
| Other food and grocery specialties                          | 4                                     | 653       | 103            |                             | 42                                  | 78       | 1             | 10                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of<br>year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|---------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                       |
| <b>LIMITED FUNCTION WHOLESALERS (continued)</b>             |                                       |           |                |                             |                                     |          |               |                                       |
| Lumber and building materials (other than metal)            | 6                                     | \$2,663   | \$302          | 11.3                        | 36                                  | \$61     | \$2           | 3 -                                   |
| All other kinds of business                                 | 10                                    | 208       | 42             | 20.2                        | 15                                  | 27       | 1             | 12                                    |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                       |
| <b>WITH STOCKS</b>  |                                       |           |                |                             |                                     |          |               |                                       |
| Amusement and sporting goods                                | 455                                   | 222,633   | 37,482         | 16.8                        | 6,596                               | 12,471   | 306           | 33,516                                |
| Kwring picture films  | 9                                     | 2,919     | 443            | 15.7                        | 154                                 | 251      | -             | 150                                   |
| All other   | 5                                     | 2,556     | 333            |                             | 116                                 | 201      | -             | 25                                    |
| All other   | 4                                     | 469       | 110            |                             | 36                                  | 50       | -             | 132                                   |
| Automotive products   | 26                                    | 9,994     | 1,586          | 15.9                        | 357                                 | 684      | 7             | 1,330                                 |
| Automobiles and other motor vehicles                        | 6                                     | 3,113     | 489            |                             | 126                                 | 223      | 5             | 545                                   |
| Automotive eq' t., accessories and parts                    | 12                                    | 1,016     | 239            |                             | 87                                  | 112      | -             | 237                                   |
| Tires and tubes   | 8                                     | 5,665     | 858            |                             | 144                                 | 349      | 2             | 548                                   |
| Chemicals   | 27                                    | 10,497    | 1,941          | 18.5                        | 504                                 | 788      | 12            | 1,261                                 |
| Industrial chemicals  | 5                                     | 4,014     | 620            |                             | 96                                  | 205      | 12            | 506                                   |
| Paints and varnishes  | 12                                    | 2,213     | 594            |                             | 266                                 | 288      | -             | 590                                   |
| All other   | 10                                    | 4,270     | 727            |                             | 142                                 | 295      | -             | 185                                   |
| Clothing and furnishings                                    | 33                                    | 9,241     | 1,182          | 12.6                        | 266                                 | 617      | 17            | 1,939                                 |
| Clothing, men's and boys'                                   | 7                                     | 3,118     | 172            |                             | 64                                  | 120      | 1             | 1,101                                 |
| Furnishings (general line)                                  | 6                                     | 1,617     | 272            |                             | 46                                  | 129      | -             | 241                                   |
| Furnishings, men's and boys'                                | 7                                     | 1,657     | 262            |                             | 55                                  | 110      | 3             | 213                                   |
| Hosiery   | 7                                     | 1,610     | 204            |                             | 37                                  | 97       | 8             | 136                                   |
| All other   | 6                                     | 1,139     | 272            |                             | 64                                  | 161      | 5             | 246                                   |
| Drugs and drug sundries                                     | 17                                    | 5,741     | 1,799          | 31.3                        | 266                                 | 732      | 2             | 479                                   |
| Drugs (specialty lines)                                     | 7                                     | 2,917     | 1,123          |                             | 209                                 | 571      | -             | 257                                   |
| Patent medicines  | 4                                     | 1,385     | 515            |                             | 28                                  | 105      | 1             | 98                                    |
| All other   | 6                                     | 1,439     | 161            |                             | 31                                  | 56       | 1             | 124                                   |
| Dry goods   | 12                                    | 2,206     | 459            | 20.8                        | 155                                 | 232      | 1             | 276                                   |
| Knit goods  | 3                                     | 339       | 36             |                             | 11                                  | 14       | 1             | 78                                    |
| Notions   | 5                                     | 1,173     | 309            |                             | 122                                 | 163      | -             | 116                                   |
| All other   | 4                                     | 694       | 114            |                             | 22                                  | 55       | -             | 82                                    |
| Electrical goods  | 31                                    | 11,269    | 1,579          | 14.0                        | 450                                 | 874      | 3             | 1,374                                 |
| Electrical equipment and supplies                           | 27                                    | 9,042     | 1,335          |                             | 367                                 | 769      | 2             | 1,202                                 |
| Radios and radio equipment                                  | 4                                     | 2,227     | 244            |                             | 65                                  | 105      | 1             | 172                                   |
| Furniture and house furnishings                             | 16                                    | 3,102     | 591            | 19.1                        | 156                                 | 281      | 5             | 681                                   |
| Floor coverings   | 5                                     | 1,292     | 187            |                             | 46                                  | 96       | -             | 354                                   |
| Furniture   | 5                                     | 1,258     | 264            |                             | 56                                  | 106      | 1             | 231                                   |
| House furnishings (except floor coverings and furniture)    | 6                                     | 572       | 140            |                             | 54                                  | 79       | 4             | 96                                    |
| Groceries and foods (except farm products)                  | 54                                    | 71,005    | 10,538         | 14.8                        | 1,245                               | 2,397    | 205           | 13,701                                |
| Confectionery and soft drinks                               | 7                                     | 2,397     | 479            |                             | 75                                  | 149      | 1             | 132                                   |
| Meats and meat products                                     | 5                                     | 6,824     | 990            |                             | 361                                 | 536      | 4             | 298                                   |
| Other foods and grocery specialties                         | 42                                    | 61,784    | 9,069          |                             | 769                                 | 1,712    | 200           | 13,271                                |
| Hardware  | 6                                     | 436       | 119            | 27.3                        | 26                                  | 63       | -             | 316                                   |
| Jewelry and optical goods                                   | 9                                     | 1,351     | 503            | 37.2                        | 201                                 | 284      | -             | 414                                   |
| Optical goods   | 4                                     | 624       | 267            |                             | 70                                  | 153      | -             | 249                                   |
| All other   | 5                                     | 727       | 236            |                             | 131                                 | 131      | -             | 165                                   |

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For States and Cities of 5,000 Population and Over

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| WITH STOCKS(continued)                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Lumber and building materials (other than metal)            | 12                                    | 5,429     | 31,030         | 19.0                        | 139                                 | \$338    | \$5           | \$491                              |
| Lumber and millwork   | 4                                     | 3,263     | 578            |                             | 39                                  | 106      | 4             | 16                                 |
| Brick and tile  | 3                                     | 378       | 74             |                             | 18                                  | 38       | -             | 184                                |
| All other   | 5                                     | 1,788     | 378            |                             | 82                                  | 194      | 1             | 291                                |
| Machinery, equipment and supplies (except electrical)       | 107                                   | 18,339    | 4,564          | 24.9                        | 1,246                               | 2,157    | 18            | 4,147                              |
| Commercial machinery, eq't. and supplies                    | 17                                    | 1,644     | 592            |                             | 269                                 | 372      | 4             | 339                                |
| Office equipment and supplies (except furniture)            | 11                                    | 1,389     | 488            |                             | 241                                 | 322      | 3             | 242                                |
| All other   | 6                                     | 285       | 104            |                             | 28                                  | 50       | 1             | 97                                 |
| Construction machinery, eq't. and supplies                  | 9                                     | 482       | 131            |                             | 34                                  | 74       | -             | 230                                |
| Industrial machinery, eq't. and supplies                    | 51                                    | 9,216     | 2,426          |                             | 537                                 | 1,028    | 8             | 2,116                              |
| Bottles and bottling equipment                              | 3                                     | 3,721     | 921            |                             | 93                                  | 201      | 1             | 625                                |
| All other   | 48                                    | 5,495     | 1,505          |                             | 444                                 | 827      | 7             | 1,491                              |
| Professional equipment and supplies                         | 13                                    | 5,187     | 888            |                             | 242                                 | 401      | -             | 752                                |
| Surgical, medical and hospital                              | 5                                     | 1,601     | 338            |                             | 66                                  | 136      | -             | 214                                |
| All other   | 8                                     | 3,586     | 550            |                             | 176                                 | 265      | -             | 538                                |
| Service equipment and supplies                              | 14                                    | 847       | 318            |                             | 94                                  | 176      | 5             | 281                                |
| Laundry   | 3                                     | 288       | 131            |                             | 40                                  | 71       | 1             | 76                                 |
| All other   | 11                                    | 559       | 187            |                             | 54                                  | 105      | 4             | 205                                |
| Other machinery, equipment and supplies                     | 3                                     | 963       | 209            |                             | 70                                  | 106      | 1             | 429                                |
| Metals (except scrap)                                       | 25                                    | 16,396    | 1,162          | 7.1                         | 308                                 | 567      | 5             | 1,952                              |
| Iron and steel  | 18                                    | 15,324    | 991            |                             | 274                                 | 500      | 4             | 1,763                              |
| Other metal and metal works                                 | 7                                     | 1,072     | 171            |                             | 34                                  | 67       | 1             | 189                                |
| Paper and its products                                      | 17                                    | 16,092    | 4,695          | 29.2                        | 308                                 | 573      | 9             | 863                                |
| Paper and its products (general line)                       | 4                                     | 13,045    | 3,971          |                             | 162                                 | 243      | 7             | 453                                |
| Paper and its products (specialty lines)                    | 6                                     | 2,108     | 503            |                             | 65                                  | 207      | -             | 228                                |
| Stationery and stationery supplies                          | 7                                     | 939       | 221            |                             | 81                                  | 123      | 2             | 182                                |
| Petroleum and its products                                  | 3                                     | 370       | 14             | 3.8                         | 5                                   | 8        | -             | 14                                 |
| Plumbing and heating equipment and supplies                 | 15                                    | 3,115     | 791            | 25.4                        | 258                                 | 435      | 3             | 850                                |
| Pipe, valves and fittings                                   | 3                                     | 852       | 206            |                             | 62                                  | 100      | -             | 308                                |
| All other   | 12                                    | 2,263     | 585            |                             | 196                                 | 335      | 3             | 542                                |
| Tobacco and its products (except leaf)                      | 6                                     | 23,385    | 2,268          | 9.7                         | 153                                 | 334      | 1             | 652                                |
| All other kinds of business                                 | 30                                    | 11,846    | 2,218          | 18.7                        | 395                                 | 856      | 13            | 2,596                              |
| Books and periodicals                                       | 4                                     | 755       | 302            |                             | 78                                  | 151      | 2             | 157                                |
| Forest products (except lumber)                             | 6                                     | 2,398     | 278            |                             | 36                                  | 129      | -             | 617                                |
| Leather goods   | 3                                     | 192       | 60             |                             | 11                                  | 26       | -             | 78                                 |
| Miscellaneous   | 17                                    | 8,500     | 1,883          |                             | 270                                 | 556      | 11            | 1,744                              |
| WITHOUT STOCKS  |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 5                                     | 2,099     | 263            | 12.5                        | 86                                  | 144      | -             | -                                  |
| Clothing and furnishings                                    | 3                                     | 185       | 10             | 5.4                         | 3                                   | 10       | -             | -                                  |
| Drugs and drug sundries                                     | 4                                     | 553       | 198            | 35.8                        | 14                                  | 55       | 1             | -                                  |
| Lry. goods  | 8                                     | 976       | 151            | 15.5                        | 20                                  | 60       | -             | -                                  |
| Piece goods   | 5                                     | 662       | 126            |                             | 16                                  | 41       | -             | -                                  |
| All other   | 3                                     | 314       | 25             |                             | 4                                   | 19       | -             | -                                  |
| Electrical goods  | 3                                     | 124       | 38             | 30.6                        | 10                                  | 23       | -             | -                                  |

## WHOLESALE DISTRIBUTION: 1933

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WITHOUT STOCKS (continued)</b>                           |                                       |           |                |                             |                                     |          |               |                                    |
| Furniture and house furnishings                             | 7                                     | 31,200    | 3100           | 8.3                         | 25                                  | 658      | -             | -                                  |
| Floor coverings   | 3                                     | 858       | 75             |                             | 13                                  | 44       | -             | -                                  |
| All other   | 4                                     | 362       | 27             |                             | 12                                  | 14       | -             | -                                  |
| Groceries and foods (except farm products)                  | 6                                     | 5,586     | 876            | 15.7                        | 93                                  | 199      | -             | -                                  |
| Hardware  | 3                                     | 101       | 13             | 12.9                        | 6                                   | 7        | -             | -                                  |
| Jewelry and optical goods                                   | 4                                     | 1,153     | 147            | 12.7                        | 41                                  | 96       | -             | -                                  |
| Lumber and building materials (other than metal)            | 16                                    | 5,830     | 561            | 9.6                         | 121                                 | 265      | -             | 5                                  |
| Lumber and millwork   | 6                                     | 2,224     | 305            |                             | 65                                  | 120      | -             | 1                                  |
| Cement  | 3                                     | 2,352     | 163            |                             | 32                                  | 93       | -             | -                                  |
| All other   | 7                                     | 1,254     | 93             |                             | 24                                  | 52       | -             | 4                                  |
| Machinery, equipment and supplies (except electrical)       | 23                                    | 9,985     | 425            | 4.3                         | 97                                  | 232      | 20            | -                                  |
| Industrial machinery, equipment and supplies                | 12                                    | 7,143     | 259            |                             | 64                                  | 162      | 20            | -                                  |
| Transportation equipment and supplies                       | 6                                     | 2,394     | 73             |                             | 14                                  | 37       | -             | -                                  |
| Other machinery, equipment and supplies                     | 5                                     | 448       | 93             |                             | 19                                  | 33       | -             | -                                  |
| Metals (except scrap)                                       | 17                                    | 17,549    | 506            | 2.9                         | 126                                 | 284      | 1             | -                                  |
| Iron and steel  | 14                                    | 15,826    | 400            |                             | 95                                  | 216      | 1             | -                                  |
| All other   | 3                                     | 1,723     | 106            |                             | 31                                  | 68       | -             | -                                  |
| Paper and its products                                      | 3                                     | 395       | 27             | 6.8                         | 7                                   | 19       | -             | -                                  |
| Plumbing and heating equipment and supplies                 | 4                                     | 84        | 23             | 27.4                        | 8                                   | 12       | -             | -                                  |
| All other kinds of business                                 | 17                                    | 7,530     | 562            | 7.5                         | 136                                 | 279      | 2             | -                                  |
| Wines and spirituous liquors                                | 3                                     | 902       | 141            |                             | 16                                  | 51       | 1             | -                                  |
| Miscellaneous   | 14                                    | 6,628     | 421            |                             | 120                                 | 228      | 1             | -                                  |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| <b>BROKERS</b>  | 75                                    | 73,624    | 1,068          | 1.5                         | 236                                 | 543      | 13            | 59                                 |
| Farm products—raw materials                                 | 7                                     | 1,469     | 62             | 4.2                         | 13                                  | 16       | 1             | 13                                 |
| Grain   | 3                                     | 814       | 36             |                             | 10                                  | 9        | -             | 2                                  |
| Wool and mohair   | 4                                     | 655       | 24             |                             | 3                                   | 7        | 1             | 11                                 |
| Farm products—consumer goods                                | 10                                    | 1,361     | 54             | 3.9                         | 13                                  | 27       | 1             | 2                                  |
| General merchandise   | 4                                     | 4,514     | 45             | 1.0                         | 20                                  | 34       | -             | -                                  |
| Groceries and foods (except farm products)                  | 37                                    | 60,097    | 760            | 1.3                         | 168                                 | 424      | 10            | 36                                 |
| Lumber and building materials (other than metal)            | 5                                     | 635       | 79             | 12.4                        | 10                                  | 21       | -             | 6                                  |
| Machinery, equipment and supplies (except electrical)       | 3                                     | 82        | 4              | 4.9                         | -                                   | 1        | 1             | -                                  |
| All other kinds of business                                 | 9                                     | 5,446     | 59             | 1.1                         | 12                                  | 20       | -             | 2                                  |
| Wines and spirituous liquors                                | 4                                     | 163       | 8              |                             | 4                                   | 5        | -             | -                                  |
| Miscellaneous   | 5                                     | 5,283     | 51             |                             | 8                                   | 15       | -             | 2                                  |
| <b>COMMISSION MERCHANTS</b>                                 |                                       |           |                |                             |                                     |          |               |                                    |
|   | 40                                    | 20,368    | 1,390          | 6.8                         | 395                                 | 769      | 9             | 536                                |
| Dry goods   | 6                                     | 5,393     | 164            | 3.0                         | 29                                  | 70       | 1             | 196                                |
| Farm products—raw materials                                 | 6                                     | 1,202     | 100            | 8.3                         | 36                                  | 40       | -             | 124                                |
| Farm products—consumer goods                                | 14                                    | 9,258     | 919            | 9.9                         | 243                                 | 561      | 5             | 161                                |
| All other kinds of business                                 | 14                                    | 4,515     | 207            | 4.6                         | 91                                  | 118      | 3             | 86                                 |
| <b>EXPORT AGENTS</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 14                                    | 3,426     | 157            | 4.6                         | 40                                  | 72       | 2             | 4                                  |
| Farm products—consumer goods                                | 3                                     | 508       | 29             | 5.7                         | 7                                   | 10       | -             | 4                                  |
| Groceries and foods (except farm products)                  | 4                                     | 1,508     | 64             | 4.2                         | 19                                  | 37       | 2             | -                                  |
| All other kinds of business                                 | 7                                     | 1,410     | 64             | 4.5                         | 14                                  | 25       | -             | -                                  |

## WHOLESALE DISTRIBUTION: 1933

12-29-34

Census of

American

Business

Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS  | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             |                                     | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|--|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|  |                                       |           | Amount         | Per-<br>cent<br>of<br>sales | Full-time<br>employees<br>(average) | Total    | Part-<br>time |                                    |
| <b>IMPORT AGENTS</b>   | 14                                    | \$2,565   | \$145          | 5.7                         | 29                                  | \$77     | \$1           | \$ -                               |
| Farm products—raw materials                                  | 3                                     | 736       | 45             | 6.1                         | 14                                  | 35       | -             | -                                  |
| Groceries and foods (except farm products)                   | 7                                     | 1,290     | 17             | 1.3                         | 1                                   | 5        | 1             | -                                  |
| All other kinds of business                                  | 4                                     | 539       | 63             | 15.4                        | 14                                  | 37       | -             | -                                  |
| <b>MANUFACTURERS' AGENTS</b>                                 | 320                                   | 28,364    | 2,017          | 7.1                         | 535                                 | 857      | 58            | 669                                |
| Amusement and sporting goods                                 | 17                                    | 1,027     | 105            | 10.2                        | 27                                  | 47       | 5             | 27                                 |
| Toys, novelties, and fireworks                               | 12                                    | 590       | 49             | 8.3                         | 11                                  | 14       | 3             | 18                                 |
| All other  | 5                                     | 437       | 56             | 12.8                        | 16                                  | 33       | 2             | 9                                  |
| <b>Automotive products</b>                                   | 15                                    | 1,204     | 92             | 7.6                         | 30                                  | 44       | -             | 23                                 |
| <b>Chemicals</b>   | 13                                    | 2,256     | 87             | 3.9                         | 21                                  | 29       | 1             | 55                                 |
| Industrial chemicals   | 7                                     | 1,274     | 60             | 4.7                         | 17                                  | 23       | -             | 55                                 |
| All other  | 6                                     | 984       | 27             | 2.7                         | 4                                   | 6        | 1             | -                                  |
| <b>Clothing and furnishings</b>                              | 45                                    | 4,268     | 205            | 4.8                         | 45                                  | 70       | 5             | 12                                 |
| Clothing, men's and boys'                                    | 3                                     | 512       | 8              | 1.6                         | -                                   | -        | -             | -                                  |
| Clothing, women's and children's                             | 18                                    | 2,146     | 108            | 5.0                         | 25                                  | 37       | 3             | 3                                  |
| Furnishings, men's and boys'                                 | 5                                     | 500       | 16             | 3.2                         | 5                                   | 5        | -             | 4                                  |
| Hosiery  | 7                                     | 403       | 28             | 7.0                         | 10                                  | 12       | -             | -                                  |
| Millinery and millinery supplies                             | 8                                     | 417       | 37             | 8.9                         | 7                                   | 16       | 2             | 5                                  |
| All other  | 4                                     | 290       | 8              | 2.7                         | -                                   | -        | -             | -                                  |
| <b>Drugs and drug sundries</b>                               | 6                                     | 213       | 22             | 10.3                        | 5                                   | 7        | 1             | 4                                  |
| <b>Dry goods</b>   | 36                                    | 5,017     | 184            | 3.7                         | 51                                  | 84       | 6             | 63                                 |
| Dry goods (general line)                                     | 3                                     | 137       | 11             | 8.0                         | 5                                   | 6        | -             | 2                                  |
| Knit goods   | 7                                     | 668       | 24             | 3.6                         | 3                                   | 6        | -             | 2                                  |
| Notions  | 5                                     | 575       | 67             | 11.7                        | 22                                  | 34       | 2             | 23                                 |
| Piece goods  | 16                                    | 3,241     | 62             | 1.9                         | 16                                  | 30       | 4             | 1                                  |
| All other  | 5                                     | 396       | 20             | 5.0                         | 5                                   | 8        | -             | 35                                 |
| <b>Electrical goods</b>                                      | 21                                    | 1,039     | 151            | 14.5                        | 50                                  | 67       | 1             | 56                                 |
| <b>Furniture and house furnishings</b>                       | 17                                    | 2,012     | 128            | 6.4                         | 30                                  | 61       | 6             | 2                                  |
| China, glassware and crockery                                | 7                                     | 1,374     | 67             | 4.9                         | 14                                  | 29       | 2             | -                                  |
| Furniture  | 4                                     | 326       | 36             | 11.0                        | 10                                  | 21       | 1             | 2                                  |
| All other  | 6                                     | 312       | 25             | 8.0                         | 6                                   | 11       | 3             | -                                  |
| <b>Groceries and foods (except farm products)</b>            | 15                                    | 2,666     | 152            | 5.7                         | 55                                  | 81       | 4             | 53                                 |
| Confectionery and soft drinks                                | 4                                     | 1,019     | 65             | 6.4                         | 23                                  | 33       | -             | 4                                  |
| Other food and grocery specialties                           | 11                                    | 1,647     | 87             | 5.3                         | 32                                  | 48       | 4             | 49                                 |
| <b>Hardware</b>  | 16                                    | 1,748     | 80             | 4.6                         | 19                                  | 36       | 1             | 2                                  |
| Hardware (general line)                                      | 4                                     | 563       | 37             | 6.6                         | 7                                   | 15       | -             | -                                  |
| Hardware (specialty lines)                                   | 12                                    | 1,185     | 43             | 3.6                         | 12                                  | 21       | 1             | 2                                  |
| <b>Jewelry and optical goods</b>                             | 14                                    | 657       | 50             | 7.6                         | 10                                  | 15       | 1             | 10                                 |
| Jewelry (general line)                                       | 6                                     | 336       | 22             | 6.6                         | 2                                   | 4        | 1             | 6                                  |
| All other  | 6                                     | 319       | 28             | 8.8                         | 8                                   | 11       | -             | 4                                  |
| <b>Lumber and building materials (other than metal)</b>      | 4                                     | 214       | 24             | 11.2                        | 7                                   | 9        | 2             | -                                  |
| <b>Machinery, equipment and supplies (except electrical)</b> | 59                                    | 3,287     | 511            | 15.5                        | 118                                 | 199      | 11            | 400                                |
| Commercial machinery, eqn't. and supplies                    | 5                                     | 135       | 67             | 49.6                        | 14                                  | 34       | -             | 22                                 |
| Construction machinery, equipment and supplies               | 3                                     | 116       | 9              | 7.7                         | 4                                   | 5        | 1             | -                                  |
| Farm and dairy machinery and equipment                       | 3                                     | 46        | 10             | 22.0                        | 2                                   | 5        | -             | -                                  |
| Industrial machinery, equipment and supplies                 | 32                                    | 1,843     | 341            | 18.5                        | 66                                  | 117      | 4             | 304                                |
| Mill and mine supplies (general line)                        | 3                                     | 30        | 3              | 10.0                        | -                                   | -        | -             | -                                  |
| All other  | 29                                    | 1,813     | 338            | 18.7                        | 66                                  | 117      | 4             | 304                                |

## WHOLESALE DISTRIBUTION: 1933

12-49-4  
Census ofAmerican  
Business

Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>MANUFACTURERS' AGENTS (continued)</b>                    |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (continued)               |                                       |           |                |                             |                                     |          |               |                                    |
| Transportation equipment and supplies                       | 10                                    | \$928     | \$40           |                             | 9                                   | \$20     | \$5           | \$8                                |
| Railroad equipment and supplies                             | 4                                     | 821       | 15             |                             | 3                                   | 7        | -             | 3                                  |
| All other   | 6                                     | 107       | 25             |                             | 6                                   | 13       | 5             | 5                                  |
| Other machinery, equipment and supplies                     | 6                                     | 219       | 44             |                             | 23                                  | 18       | 1             | 66                                 |
| <b>Metals (except scrap)</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Iron and steel  | 7                                     | 295       | 24             | 9.5                         | 7                                   | 15       | 7             | 19                                 |
| Other metal and metal works                                 | 3                                     | 64        | 10             |                             | 3                                   | 5        | 2             | 4                                  |
| <b>Paper and its products</b>                               |                                       |           |                |                             |                                     |          |               |                                    |
| Plumbing and heating equipment and supplies                 | 3                                     | 186       | 4              | 2.2                         | -                                   | -        | -             | -                                  |
| All other kinds of business                                 | 11                                    | 635       | 41             | 6.5                         | 11                                  | 16       | -             | 83                                 |
| Leather goods   | 18                                    | 1,574     | 147            | 9.3                         | 49                                  | 77       | 7             | 80                                 |
| Miscellaneous   | 6                                     | 611       | 92             |                             | 35                                  | 55       | 2             | 76                                 |
|   | 12                                    | 963       | 55             |                             | 13                                  | 21       | 5             | 4                                  |
| <b>SELLING AGENTS</b>                                       |                                       |           |                |                             |                                     |          |               |                                    |
| Dry goods   | 30                                    | 13,117    | 1,059          | 8.1                         | 306                                 | 507      | 11            | 1,178                              |
| Groceries and foods (except farm products)                  | 5                                     | 2,492     | 47             | 1.9                         | 10                                  | 34       | -             | -                                  |
| Lumber and building materials (other than metal)            | 7                                     | 4,827     | 160            | 3.3                         | 36                                  | 50       | 3             | 34                                 |
| Lumber and millwork   | 9                                     | 2,211     | 219            | 9.9                         | 44                                  | 125      | 4             | 15                                 |
| All other   | 6                                     | 2,166     | 199            |                             | 40                                  | 110      | -             | -                                  |
| All other kinds of business                                 | 3                                     | 45        | 20             |                             | 4                                   | 15       | 4             | 15                                 |
|   | 9                                     | 3,587     | 623            | 17.6                        | 216                                 | 298      | 4             | 1,129                              |
| <b>OTHER AGENTS</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 4                                     | 1,376     | 177            | 12.9                        | 57                                  | 97       | 2             | 197                                |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| BULK TANK STATIONS (petroleum)                              | 20                                    | 48,661    | 3,485          | 7.2                         | 708                                 | 1,415    | 11            | 551                                |
| CHAIN STORE WAREHOUSES                                      | 5                                     | 4,134     | 312            | 7.5                         | 91                                  | 138      | 2             | 280                                |
| ASSEMBLERS AND COUNTRY BUYERS                               | 10                                    | 18,912    | 556            | 2.9                         | 123                                 | 285      | 5             | 5,331                              |
| Farm products—consumer goods                                | 6                                     | 1,457     | 104            | 7.1                         | 19                                  | 42       | 4             | 40                                 |
| Dairy and poultry products                                  | 3                                     | 923       | 70             |                             | 8                                   | 23       | 3             | 24                                 |
| All other   | 3                                     | 534       | 34             |                             | 11                                  | 19       | 1             | 16                                 |
| Groceries and foods (except farm products)                  | 4                                     | 17,455    | 452            | 2.6                         | 104                                 | 243      | 1             | 6,291                              |
| <b>COOPERATIVE MARKETING ASSOCIATIONS</b>                   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 12                                    | 11,883    | 903            | 7.6                         | 263                                 | 450      | 26            | 1,575                              |
| <b>CITIES OF 100,000 POPULATION AND OVER</b>                |                                       |           |                |                             |                                     |          |               |                                    |
| <b>LONG BEACH</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 172                                   | 16,495    | 2,654          | 17.3                        | 935                                 | 1,361    | 41            | 1,415                              |
| Wholesalers proper  | 145                                   | 12,522    | 2,004          | 16.0                        | 722                                 | 1,030    | 39            | 1,210                              |
| Manufacturers' sales branches 1/                            | 15                                    | 1,305     | 280            | 21.5                        | 108                                 | 141      | -             | 131                                |
| All other types 2/  | 12                                    | 2,668     | 570            | 21.4                        | 105                                 | 190      | 2             | 74                                 |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 3                                     | 20        | 8              | 40.0                        | 2                                   | 4        | 1             | 13                                 |
| Automotive products   | 20                                    | 704       | 226            | 32.1                        | 87                                  | 129      | 10            | 129                                |
| Chemicals   | 3                                     | 282       | 73             | 25.9                        | 27                                  | 37       | -             | 37                                 |
| Electrical goods  | 6                                     | 349       | 78             | 22.3                        | 23                                  | 42       | 7             | 54                                 |
| Farm products—consumer goods                                | 34                                    | 2,421     | 546            | 22.6                        | 206                                 | 303      | 4             | 23                                 |
| Groceries and foods (except farm products)                  | 21                                    | 2,436     | 174            | 7.1                         | 74                                  | 93       | 1             | 175                                |

## WHOLESALE DISTRIBUTION: 1933

12-29-33  
Census of  
American  
Business

Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALE'S PROPER (continued)</b>                       |                                       |           |                |                             |                                     |          |               |                                    |
| Machinery, equipment and supplies (except electrical)       | 22                                    | 31,678    | 264            | 15.7                        | 66                                  | 178      | 24            | 227                                |
| Paper and its products                                      | 3                                     | 214       | 76             | 17.8                        | 11                                  | 18       | -             | 23                                 |
| Petroleum and its products                                  | 4                                     | 450       | 37             | 8.2                         | 13                                  | 26       | 1             | 6                                  |
| Plumbing and heating equipment and supplies                 | 3                                     | 154       | 37             | 24.0                        | 17                                  | 17       | 1             | 16                                 |
| Tobacco and its products (except leaf)                      | 4                                     | 2,467     | 96             | 3.9                         | 42                                  | 51       | -             | 51                                 |
| Waste materials   | 7                                     | 280       | 67             | 23.9                        | 35                                  | 30       | 3             | 22                                 |
| All other kinds of business 3/                              | 15                                    | 1,067     | 360            | 33.7                        | 103                                 | 142      | 7             | 354                                |
| <b>MANUFACTURERS' SALES BRANCHES 1/</b>                     |                                       |           |                |                             |                                     |          |               |                                    |
| Chemicals   | 3                                     | 52        | 27             | 51.9                        | 8                                   | 12       | -             | 11                                 |
| Groceries and foods (except farm products)                  | 5                                     | 1,002     | 159            | 15.9                        | 50                                  | 79       | -             | 31                                 |
| All other kinds of business 4/                              | 7                                     | 251       | 94             | 37.5                        | 50                                  | 49       | -             | 89                                 |
| <b>OAKLAND</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 469                                   | 74,647    | 12,447         | 16.7                        | 3,924                               | 5,790    | 162           | 7,567                              |
| <b>WHOLESALE'S PROPER</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 354                                   | 35,941    | 7,451          | 20.7                        | 2,528                               | 3,656    | 134           | 4,439                              |
| Manufacturers' sales branches                               | 61                                    | 10,860    | 2,025          | 18.6                        | 673                                 | 1,015    | 12            | 1,794                              |
| Agents and brokers  | 32                                    | 5,412     | 432            | 8.0                         | 120                                 | 203      | 8             | 40                                 |
| All other types   | 22                                    | 22,414    | 2,539          | 11.3                        | 602                                 | 916      | 8             | 1,294                              |
| <b>WHOLESALE'S PROPER</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Amusement and sporting goods                                | 4                                     | 84        | 25             | 29.8                        | 12                                  | 10       | -             | 36                                 |
| Automotive products   | 37                                    | 1,437     | 419            | 29.2                        | 160                                 | 224      | 7             | 350                                |
| Chemicals   | 6                                     | 803       | 262            | 32.6                        | 80                                  | 136      | 5             | 155                                |
| Clothing and furnishings                                    | 3                                     | 127       | 23             | 18.1                        | 8                                   | 9        | 1             | 20                                 |
| Drugs and drug sundries                                     | 5                                     | 1,166     | 175            | 15.0                        | 48                                  | 82       | -             | 263                                |
| Dry goods   | 5                                     | 338       | 26             | 7.7                         | 9                                   | 14       | 1             | 108                                |
| Electrical goods  | 11                                    | 1,445     | 305            | 21.1                        | 88                                  | 145      | 4             | 266                                |
| Farm products-consumer goods                                | 52                                    | 6,984     | 1,924          | 27.5                        | 610                                 | 965      | 27            | 133                                |
| Furniture and house furnishings                             | 7                                     | 224       | 79             | 35.3                        | 28                                  | 43       | 6             | 45                                 |
| Groceries and foods (except farm products)                  | 84                                    | 10,515    | 1,478          | 14.1                        | 499                                 | 705      | 23            | 782                                |
| Jewelry and optical goods                                   | 4                                     | 77        | 34             | 44.2                        | 13                                  | 18       | 1             | 15                                 |
| Lumber and building materials (other than metal)            | 16                                    | 1,970     | 684            | 34.7                        | 258                                 | 396      | 19            | 577                                |
| Machinery, equipment and supplies (except electrical)       | 72                                    | 1,214     | 425            | 35.0                        | 159                                 | 222      | 13            | 349                                |
| Metals (except scrap)                                       | 7                                     | 653       | 137            | 21.0                        | 32                                  | 42       | 2             | 198                                |
| Paper and its products                                      | 11                                    | 1,330     | 268            | 21.7                        | 90                                  | 158      | 4             | 190                                |
| Petroleum and its products                                  | 3                                     | 158       | 18             | 11.6                        | 6                                   | 8        | 1             | 9                                  |
| Plumbing and heating equipment and supplies                 | 12                                    | 1,095     | 302            | 27.6                        | 96                                  | 140      | 3             | 367                                |
| Tobacco and its products (except leaf)                      | 4                                     | 2,248     | 102            | 4.5                         | 42                                  | 59       | 1             | 93                                 |
| Waste materials   | 14                                    | 463       | 125            | 26.9                        | 53                                  | 62       | 6             | 128                                |
| All other kinds of business 5/                              | 37                                    | 3,593     | 620            | 17.3                        | 236                                 | 218      | 10            | 351                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 7                                     | 1,090     | 251            | 23.0                        | 96                                  | 127      | -             | 257                                |
| Chemicals   | 3                                     | 1,187     | 294            | 24.8                        | 57                                  | 122      | -             | 226                                |
| Groceries and foods (except farm products)                  | 12                                    | 4,384     | 580            | 13.2                        | 185                                 | 309      | 3             | 176                                |
| Hardware  | 3                                     | 139       | 52             | 37.4                        | 23                                  | 25       | 1             | 13                                 |
| Lumber and building materials (other than metal)            | 8                                     | 1,322     | 126            | 9.5                         | 36                                  | 65       | 5             | 145                                |
| Machinery, equipment and supplies (except electrical)       | 16                                    | 1,638     | 478            | 29.2                        | 185                                 | 251      | 2             | 663                                |
| Metals (except scrap)                                       | 3                                     | 679       | 64             | 9.4                         | 12                                  | 26       | 1             | 271                                |
| Paper and its products                                      | 3                                     | 61        | 7              | 11.5                        | 3                                   | 5        | -             | -                                  |
| All other kinds of business 6/                              | 6                                     | 380       | 173            | 45.5                        | 76                                  | 85       | -             | 43                                 |



## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 18                                    | \$2,780   | \$271          | 9.7                         | 78                                  | \$142    | \$6           | \$21                               |
| Lumber and building materials (other than metal)            | 3                                     | 16        | 4              | 25.0                        | 2                                   | 1        | -             | 1                                  |
| All other kinds of business 7/                              | 11                                    | 2,616     | 157            | 6.0                         | 40                                  | 60       | 2             | 18                                 |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 14                                    | 10,744    | 1,828          | 17.0                        | 330                                 | 602      | 6             | 608                                |
| All other kinds of business 8/                              | 8                                     | 11,670    | 711            | 6.1                         | 273                                 | 314      | 2             | 686                                |
| <b>SAN DIEGO</b>  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 249                                   | 40,985    | 6,825          | 16.7                        | 2,366                               | 3,511    | 94            | 3,885                              |
| Wholesalers proper  | 199                                   | 26,854    | 4,721          | 17.6                        | 1,890                               | 2,682    | 82            | 3,141                              |
| Manufacturers' sales branches                               | 24                                    | 2,619     | 567            | 21.6                        | 169                                 | 255      | 3             | 285                                |
| Agents and brokers 9/                                       | 9                                     | 713       | 34             | 4.8                         | 9                                   | 15       | -             | -                                  |
| All other types   | 17                                    | 10,799    | 1,503          | 13.9                        | 298                                 | 559      | 9             | 459                                |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 17                                    | 2,058     | 544            | 26.4                        | 239                                 | 307      | 1             | 397                                |
| Chemicals   | 9                                     | 406       | 141            | 34.7                        | 43                                  | 58       | 3             | 215                                |
| Drugs and drug sundries                                     | 4                                     | 1,200     | 103            | 8.6                         | 55                                  | 67       | -             | 189                                |
| Electrical goods  | 12                                    | 2,254     | 159            | 7.1                         | 76                                  | 82       | -             | 131                                |
| Farm products-consumer goods                                | 36                                    | 5,607     | 1,389          | 24.8                        | 561                                 | 857      | 35            | 81                                 |
| Farm supplies   | 3                                     | 267       | 32             | 12.0                        | 11                                  | 17       | 1             | 30                                 |
| Groceries and foods (except farm products)                  | 43                                    | 7,378     | 973            | 13.2                        | 376                                 | 533      | 16            | 794                                |
| Lumber and building materials (other than metal)            | 9                                     | 279       | 79             | 28.3                        | 26                                  | 41       | 2             | 106                                |
| Machinery, equipment and supplies (except electrical)       | 23                                    | 750       | 217            | 28.9                        | 77                                  | 101      | 6             | 233                                |
| Petroleum and its products                                  | 10                                    | 473       | 127            | 26.8                        | 48                                  | 54       | 1             | 32                                 |
| Plumbing and heating equipment and supplies                 | 4                                     | 846       | 194            | 22.9                        | 78                                  | 136      | 10            | 310                                |
| Waste materials   | 4                                     | 138       | 41             | 29.7                        | 22                                  | 18       | 1             | 23                                 |
| All other kinds of business 10/                             | 25                                    | 5,198     | 722            | 13.9                        | 278                                 | 411      | 6             | 600                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 8                                     | 1,637     | 252            | 15.4                        | 72                                  | 127      | 1             | 113                                |
| Machinery, equipment and supplies (except electrical)       | 5                                     | 127       | 50             | 39.4                        | 23                                  | 28       | 1             | 51                                 |
| All other kinds of business 11/                             | 11                                    | 855       | 265            | 31.0                        | 74                                  | 100      | 1             | 121                                |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Petroleum and its products                                  | 11                                    | 4,065     | 973            | 23.9                        | 160                                 | 330      | 3             | 193                                |
| All other kinds of business 12/                             | 6                                     | 6,734     | 530            | 7.9                         | 138                                 | 229      | 6             | 266                                |
| <b>CITIES OF 50,000 TO 100,000 POPULATION</b>               |                                       |           |                |                             |                                     |          |               |                                    |
| <b>BERKELEY</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 35                                    | 2,025     | 568            | 28.0                        | 177                                 | 276      | 12            | 297                                |
| Wholesalers proper  | 25                                    | 769       | 251            | 32.6                        | 84                                  | 117      | 11            | 65                                 |
| Manufacturers' sales branches 13/                           | 7                                     | 1,081     | 287            | 26.5                        | 87                                  | 148      | -             | 230                                |
| All other types 14/   | 3                                     | 175       | 30             | 17.1                        | 6                                   | 11       | 1             | 2                                  |

## WHOLESALE DISTRIBUTION: 1933

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Table 2 B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>WHOLESALESAERS PROPER</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 6                                     | 386       | 333            | 38.4                        | 12                                  | 319      | 3             | 315                                |
| Chemicals   | 3                                     | 286       | 92             | 32.2                        | 28                                  | 44       | 4             | 21                                 |
| Farm products-consumer goods                                | 6                                     | 194       | 49             | 25.3                        | 20                                  | 18       | 1             | 4                                  |
| Groceries and foods (except farm products)                  | 3                                     | 75        | 14             | 18.7                        | 5                                   | 6        | 2             | 3                                  |
| All other kinds of business 15/                             | 7                                     | 128       | 63             | 49.2                        | 19                                  | 30       | 4             | 22                                 |
| <b>FRESNO</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 161                                   | 27,088    | 4,192          | 15.5                        | 1,124                               | 1,872    | 133           | 2,029                              |
| Wholesalers proper  | 129                                   | 14,067    | 2,348          | 16.7                        | 746                                 | 1,069    | 25            | 1,502                              |
| Manufacturers' sales branches                               | 24                                    | 2,882     | 421            | 16.5                        | 120                                 | 194      | 4             | 209                                |
| Agents and brokers 16/                                      | 7                                     | 638       | 124            | 19.4                        | 25                                  | 62       | 17            | 64                                 |
| All other types   | 21                                    | 9,851     | 1,299          | 13.2                        | 233                                 | 507      | 77            | 254                                |
| <b>WHOLESALESAERS PROPER</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 11                                    | 531       | 183            | 34.5                        | 59                                  | 97       | 3             | 170                                |
| Electrical goods  | 8                                     | 165       | 28             | 17.0                        | 13                                  | 15       | -             | 42                                 |
| Farm products-consumer goods                                | 37                                    | 2,244     | 653            | 29.1                        | 219                                 | 260      | 14            | 52                                 |
| Farm supplies   | 3                                     | 178       | 19             | 10.7                        | 8                                   | 9        | -             | 9                                  |
| Groceries and foods (except farm products)                  | 23                                    | 5,074     | 466            | 9.2                         | 148                                 | 226      | 4             | 88                                 |
| Hardware  | 3                                     | 317       | 112            | 35.3                        | 33                                  | 51       | 1             | 162                                |
| Machinery, equipment and supplies (except electrical)       | 7                                     | 222       | 68             | 30.6                        | 29                                  | 41       | -             | 83                                 |
| Plumbing and heating equipment and supplies                 | 3                                     | 172       | 42             | 24.4                        | 9                                   | 15       | -             | 41                                 |
| Tobacco and its products (except leaf)                      | 5                                     | 1,120     | 51             | 4.6                         | 19                                  | 31       | -             | 35                                 |
| Waste materials   | 3                                     | 268       | 55             | 20.5                        | 24                                  | 25       | -             | 50                                 |
| All other kinds of business 17/                             | 26                                    | 3,776     | 671            | 17.8                        | 185                                 | 299      | 13            | 740                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 7                                     | 1,755     | 176            | 10.0                        | 49                                  | 85       | 3             | 64                                 |
| Lumber and building materials (other than metal)            | 3                                     | 98        | 15             | 15.3                        | 3                                   | 9        | -             | 37                                 |
| Machinery, equipment and supplies (except electrical)       | 6                                     | 170       | 77             | 45.3                        | 42                                  | 53       | -             | 53                                 |
| All other kinds of business 18/                             | 8                                     | 531       | 153            | 28.8                        | 26                                  | 47       | 1             | 55                                 |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 10                                    | 1,183     | 283            | 23.9                        | 15                                  | 91       | 70            | 18                                 |
| Petroleum and its products                                  | 8                                     | 2,515     | 709            | 28.2                        | 175                                 | 317      | 3             | 109                                |
| All other kinds of business 19/                             | 3                                     | 6,133     | 307            | 5.0                         | 43                                  | 99       | 4             | 127                                |
| <b>GLENDALE</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 59                                    | 3,849     | 908            | 23.6                        | 274                                 | 414      | 14            | 257                                |
| Wholesalers proper  | 38                                    | 2,003     | 326            | 16.3                        | 118                                 | 162      | 7             | 224                                |
| Manufacturers' sales branches 20/                           | 7                                     | 125       | 91             | 72.8                        | 41                                  | 48       | 1             | 6                                  |
| All other types   | 14                                    | 1,721     | 491            | 28.5                        | 115                                 | 204      | 6             | 27                                 |
| <b>WHOLESALESAERS PROPER</b>                                |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 8                                     | 382       | 122            | 31.9                        | 46                                  | 73       | 1             | 76                                 |
| Chemicals   | 4                                     | 117       | 41             | 35.0                        | 12                                  | 14       | -             | 19                                 |
| Farm products-consumer goods                                | 4                                     | 162       | 25             | 15.4                        | 9                                   | 12       | 4             | 2                                  |
| Groceries and foods (except farm products)                  | 7                                     | 196       | 51             | 26.0                        | 12                                  | 19       | 1             | 56                                 |
| Machinery, equipment and supplies (except electrical)       | 5                                     | 78        | 23             | 29.5                        | 6                                   | 7        | -             | 12                                 |
| All other kinds of business 21/                             | 10                                    | 1,068     | 64             | 6.0                         | 33                                  | 37       | 1             | 59                                 |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 6                                     | 674       | \$315          | 46.4                        | 69                                  | \$162    | \$6           | \$1                                |
| All other kinds of business 22/                             | 8                                     | 1,047     | 178            | 17.0                        | 26                                  | 42       | -             | 26                                 |
| <b>PASADENA</b>   |                                       |           |                |                             |                                     |          |               |                                    |
| Wholesalers proper  | 68                                    | 9,218     | 1,346          | 14.6                        | 362                                 | 596      | 43            | 603                                |
| Manufacturers' sales branches 23/                           | 59                                    | 6,881     | 875            | 12.7                        | 278                                 | 453      | 30            | 549                                |
| All other types 24/   | 4                                     | 86        | 32             | 37.2                        | 10                                  | 14       | 3             | 8                                  |
|   | 5                                     | 2,251     | 439            | 19.5                        | 74                                  | 129      | 10            | 46                                 |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 12                                    | 352       | 138            | 39.2                        | 50                                  | 73       | 1             | 64                                 |
| Farm products-consumer goods                                | 7                                     | 492       | 109            | 22.2                        | 27                                  | 43       | 6             | 14                                 |
| Furniture and house furnishings                             | 3                                     | 14        | 4              | 28.6                        | 1                                   | 1        | -             | 2                                  |
| Groceries and foods (except farm products)                  | 14                                    | 4,179     | 271            | 6.5                         | 97                                  | 139      | 3             | 252                                |
| Machinery, equipment and supplies (except electrical)       | 3                                     | 212       | 26             | 12.3                        | 8                                   | 14       | -             | 34                                 |
| All other kinds of business 25/                             | 20                                    | 1,632     | 327            | 20.0                        | 95                                  | 183      | 20            | 183                                |
| <b>SACRAMENTO</b>   |                                       |           |                |                             |                                     |          |               |                                    |
|   | 172                                   | 48,060    | 5,952          | 12.4                        | 1,801                               | 2,909    | 115           | 4,180                              |
| Wholesalers proper  | 117                                   | 20,317    | 3,537          | 17.4                        | 1,097                               | 1,699    | 98            | 3,108                              |
| Manufacturers' sales branches                               | 25                                    | 5,077     | 695            | 13.7                        | 199                                 | 320      | 2             | 427                                |
| Agents and brokers  | 8                                     | 1,533     | 110            | 6.7                         | 28                                  | 62       | 3             | 9                                  |
| All other types   | 22                                    | 21,033    | 1,610          | 7.7                         | 477                                 | 828      | 12            | 656                                |
| <b>WHOLESALE PROPER</b>                                     |                                       |           |                |                             |                                     |          |               |                                    |
| Automotive products   | 11                                    | 908       | 263            | 29.0                        | 78                                  | 126      | 1             | 200                                |
| Chemicals   | 3                                     | 512       | 136            | 26.6                        | 44                                  | 52       | 1             | 119                                |
| Electrical products   | 3                                     | 443       | 94             | 21.2                        | 20                                  | 41       | -             | 56                                 |
| Farm products-raw materials                                 | 3                                     | 197       | 17             | 8.6                         | 3                                   | 4        | 1             | 13                                 |
| Farm products-consumer goods                                | 17                                    | 3,259     | 933            | 28.6                        | 212                                 | 385      | 81            | 81                                 |
| Groceries and foods (except farm products)                  | 33                                    | 6,340     | 665            | 10.5                        | 241                                 | 355      | 3             | 728                                |
| Machinery, equipment and supplies (except electrical)       | 9                                     | 351       | 115            | 32.8                        | 31                                  | 55       | 7             | 86                                 |
| Paper and its products                                      | 3                                     | 822       | 173            | 21.0                        | 59                                  | 90       | 1             | 166                                |
| Tobacco and its products (except leaf)                      | 6                                     | 2,196     | 96             | 4.4                         | 34                                  | 58       | -             | 121                                |
| Waste materials   | 9                                     | 231       | 88             | 38.1                        | 32                                  | 38       | 1             | 72                                 |
| All other kinds of business 26/                             | 20                                    | 5,058     | 957            | 18.9                        | 343                                 | 495      | 2             | 1,466                              |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |           |                |                             |                                     |          |               |                                    |
| Groceries and foods (except farm products)                  | 6                                     | 2,245     | 291            | 13.0                        | 65                                  | 109      | -             | 195                                |
| Lumber and building materials (other than metal)            | 3                                     | 216       | 18             | 8.3                         | 4                                   | 11       | -             | -                                  |
| Machinery, equipment and supplies (except electrical)       | 4                                     | 152       | 53             | 34.9                        | 35                                  | 40       | -             | 28                                 |
| All other kinds of business 27/                             | 12                                    | 2,464     | 333            | 13.5                        | 95                                  | 160      | 2             | 204                                |
| <b>AGENTS AND BROKERS</b>                                   |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 3                                     | 590       | 95             | 16.1                        | 24                                  | 53       | -             | 3                                  |
| All other kinds of business 28/                             | 5                                     | 1,043     | 15             | 1.4                         | 4                                   | 9        | 3             | 6                                  |
| <b>ALL OTHER TYPES</b>                                      |                                       |           |                |                             |                                     |          |               |                                    |
| Farm products-consumer goods                                | 7                                     | 13,267    | 452            | 3.4                         | 167                                 | 295      | 7             | 56                                 |
| All other kinds of business 29/                             | 15                                    | 7,766     | 1,158          | 14.9                        | 310                                 | 533      | 5             | 580                                |

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## WHOLESALE DISTRIBUTION: 1933

Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

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| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales       | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL       |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------------|----------------|-----------------------------|-------------------------------------|----------------|---------------|------------------------------------|
|   |                                       |                 | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total          | Part-<br>time |                                    |
| <b>SAN JOSE</b>   | <b>113</b>                            | <b>\$26,815</b> | <b>\$5,666</b> | <b>21.1</b>                 | <b>1,665</b>                        | <b>\$2,077</b> | <b>\$80</b>   | <b>\$5,221</b>                     |
| Wholesalers proper  | 77                                    | 10,367          | 1,670          | 16.1                        | 624                                 | 809            | 53            | 1,469                              |
| Manufacturers' sales branches                               | 15                                    | 2,037           | 222            | 10.9                        | 82                                  | 118            | 2             | 42                                 |
| Agents and brokers 30/                                      | 3                                     | 251             | 27             | 10.8                        | 11                                  | 20             | 6             | 17                                 |
| All other types   | 18                                    | 14,160          | 3,747          | 26.5                        | 1,148                               | 1,130          | 19            | 1,693                              |
| <b>WHOLESALE PROPER</b>                                     |                                       |                 |                |                             |                                     |                |               |                                    |
| Automotive products   | 11                                    | 841             | 206            | 24.5                        | 62                                  | 87             | 1             | 105                                |
| Electrical goods  | 3                                     | 181             | 56             | 30.9                        | 21                                  | 27             | -             | 34                                 |
| Farm products-consumer goods                                | 5                                     | 741             | 156            | 18.4                        | 50                                  | 76             | 1             | 37                                 |
| Groceries and foods (except farm products)                  | 17                                    | 5,061           | 722            | 14.3                        | 295                                 | 334            | 32            | 765                                |
| Lumber and building materials (other than metal)            | 6                                     | 479             | 125            | 26.1                        | 37                                  | 61             | 13            | 97                                 |
| Machinery, equipment and supplies (except electrical)       | 5                                     | 94              | 21             | 22.3                        | 7                                   | 11             | -             | 31                                 |
| Paper and its products                                      | 3                                     | 520             | 106            | 20.4                        | 31                                  | 53             | 1             | 106                                |
| Plumbing and heating equipment and supplies                 | 3                                     | 192             | 35             | 18.2                        | 10                                  | 14             | 1             | 39                                 |
| Waste materials   | 3                                     | 158             | 37             | 23.4                        | 26                                  | 21             | -             | 51                                 |
| All other kinds of business 31/                             | 21                                    | 2,100           | 226            | 10.8                        | 85                                  | 125            | 4             | 204                                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                        |                                       |                 |                |                             |                                     |                |               |                                    |
| Groceries and foods (except farm products)                  | 8                                     | 1,459           | 140            | 9.6                         | 44                                  | 75             | 1             | 30                                 |
| Lumber and building materials (other than metal)            | 3                                     | 462             | 48             | 10.4                        | 13                                  | 28             | -             | -                                  |
| All other kinds of business 32/                             | 4                                     | 116             | 34             | 29.3                        | 25                                  | 15             | 1             | 12                                 |
| <b>ALL OTHER TYPES</b>                                      |                                       |                 |                |                             |                                     |                |               |                                    |
| Farm products-consumer goods                                | 7                                     | 3,214           | 355            | 11.0                        | 117                                 | 145            | 17            | 29                                 |
| All other kinds of business 33/                             | 11                                    | 10,946          | 3,392          | 31.0                        | 1,031                               | 985            | 2             | 1,664                              |
| <b>CITIES OF 20,000 TO 50,000 POPULATION</b>                |                                       |                 |                |                             |                                     |                |               |                                    |
| <b>ALAMEDA</b>  | <b>9</b>                              | <b>1,205</b>    | <b>320</b>     | <b>26.6</b>                 | <b>75</b>                           | <b>131</b>     | <b>2</b>      | <b>72</b>                          |
| Wholesalers proper  | 4                                     | 137             | 54             | 39.4                        | 22                                  | 32             | 2             | 7                                  |
| All other types   | 5                                     | 1,068           | 266            | 24.9                        | 53                                  | 99             | -             | 66                                 |
| Petroleum and its products                                  | 4                                     | 1,055           | 259            | 24.5                        | 52                                  | 97             | -             | 63                                 |
| All other kinds of business                                 | 5                                     | 150             | 61             | 40.7                        | 23                                  | 34             | 2             | 10                                 |
| <b>ALHAMBRA</b>   | <b>20</b>                             | <b>1,593</b>    | <b>249</b>     | <b>15.6</b>                 | <b>74</b>                           | <b>95</b>      | <b>1</b>      | <b>119</b>                         |
| Wholesalers proper  | 14                                    | 700             | 116            | 16.6                        | 48                                  | 48             | 1             | 96                                 |
| All other types   | 6                                     | 893             | 133            | 14.9                        | 26                                  | 47             | -             | 23                                 |
| <b>BAKERSFIELD</b>  | <b>52</b>                             | <b>5,784</b>    | <b>1,005</b>   | <b>17.4</b>                 | <b>352</b>                          | <b>457</b>     | <b>8</b>      | <b>526</b>                         |
| Wholesalers proper  | 34                                    | 2,903           | 562            | 19.4                        | 258                                 | 296            | 7             | 371                                |
| All other types   | 18                                    | 2,881           | 443            | 15.4                        | 94                                  | 161            | 1             | 155                                |
| Farm products-consumer goods                                | 6                                     | 599             | 234            | 39.1                        | 145                                 | 136            | -             | 4                                  |
| Groceries and foods (except farm products)                  | 11                                    | 2,157           | 178            | 8.3                         | 59                                  | 87             | 3             | 170                                |
| Petroleum and its products                                  | 12                                    | 1,486           | 335            | 22.5                        | 59                                  | 109            | 1             | 59                                 |
| All other kinds of business                                 | 23                                    | 1,542           | 258            | 16.7                        | 89                                  | 125            | 4             | 293                                |
| <b>ESLVEDERE TOWNSHIP</b>                                   | <b>9</b>                              | <b>140</b>      | <b>40</b>      | <b>28.6</b>                 | <b>20</b>                           | <b>21</b>      | <b>-</b>      | <b>2</b>                           |

## WHOLESALE DISTRIBUTION: 1933

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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

(An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500)

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 20,000 TO 50,000 POPULATION (continued)           |                                       |           |                |                             |                                     |          |               |                                    |
| <b>HUNTINGTON PARK</b>                                      | 27                                    | \$2,881   | \$415          | 14.4                        | 166                                 | \$201    | \$6           | \$541                              |
| Wholesalers proper  | 21                                    | 2,269     | 328            | 14.5                        | 143                                 | 170      | 5             | 446                                |
| All other types   | 6                                     | 612       | 87             | 14.2                        | 23                                  | 31       | 1             | 95                                 |
| Petroleum and its products                                  | 3                                     | 860       | 98             | 11.4                        | 25                                  | 43       | 1             | 7                                  |
| All other kinds of business                                 | 24                                    | 2,021     | 317            | 15.7                        | 141                                 | 158      | 5             | 534                                |
| <b>PODIATA</b>  | 36                                    | 6,545     | 1,122          | 17.1                        | 280                                 | 453      | 167           | 152                                |
| Wholesalers proper  | 16                                    | 696       | 97             | 13.9                        | 30                                  | 44       | 3             | 68                                 |
| All other types   | 20                                    | 5,849     | 1,025          | 17.5                        | 250                                 | 409      | 164           | 84                                 |
| Farm products-consumer goods                                | 8                                     | 4,264     | 761            | 17.8                        | 191                                 | 308      | 165           | 12                                 |
| Groceries and foods (except farm products)                  | 6                                     | 534       | 68             | 12.7                        | 19                                  | 32       | 1             | 44                                 |
| Petroleum and its products                                  | 11                                    | 1,332     | 246            | 18.5                        | 52                                  | 91       | 1             | 52                                 |
| All other kinds of business                                 | 11                                    | 415       | 47             | 11.3                        | 18                                  | 22       | -             | 44                                 |
| <b>RICHMOND</b>   | 6                                     | 650       | 154            | 23.7                        | 36                                  | 53       | 1             | 29                                 |
| <b>RIVERSIDE</b>  | 31                                    | 10,714    | 1,452          | 13.6                        | 380                                 | 787      | 334           | 657                                |
| Wholesalers proper  | 12                                    | 4,422     | 400            | 9.0                         | 182                                 | 241      | 18            | 360                                |
| All other types   | 19                                    | 6,292     | 1,052          | 16.7                        | 198                                 | 546      | 316           | 297                                |
| Farm products-consumer goods                                | 15                                    | 5,774     | 942            | 16.3                        | 186                                 | 499      | 317           | 281                                |
| Groceries and foods (except farm products)                  | 8                                     | 4,323     | 331            | 7.7                         | 140                                 | 211      | 15            | 303                                |
| All other kinds of business                                 | 8                                     | 617       | 179            | 29.0                        | 54                                  | 77       | 2             | 73                                 |
| <b>SAN BERNARDINO</b>                                       | 62                                    | 7,222     | 1,302          | 18.0                        | 392                                 | 564      | 27            | 569                                |
| Wholesalers proper  | 48                                    | 4,302     | 593            | 13.8                        | 228                                 | 292      | 16            | 456                                |
| All other types   | 14                                    | 2,920     | 709            | 24.3                        | 164                                 | 272      | 11            | 113                                |
| Farm products-consumer goods                                | 11                                    | 1,283     | 296            | 23.1                        | 105                                 | 146      | 13            | 26                                 |
| Groceries and foods (except farm products)                  | 15                                    | 2,386     | 278            | 11.7                        | 99                                  | 136      | 6             | 216                                |
| Petroleum and its products                                  | 7                                     | 1,791     | 442            | 24.7                        | 83                                  | 148      | 3             | 61                                 |
| All other kinds of business                                 | 29                                    | 1,762     | 286            | 16.2                        | 105                                 | 134      | 5             | 267                                |
| <b>SANTA ANA</b>  | 47                                    | 5,508     | 742            | 13.5                        | 326                                 | 331      | 11            | 492                                |
| Wholesalers proper  | 30                                    | 2,699     | 429            | 15.9                        | 178                                 | 209      | 5             | 387                                |
| All other types   | 17                                    | 2,809     | 313            | 11.1                        | 148                                 | 122      | 6             | 105                                |
| Farm products-consumer goods                                | 3                                     | 304       | 46             | 15.1                        | 87                                  | 21       | 3             | 6                                  |
| Groceries and foods (except farm products)                  | 11                                    | 3,072     | 255            | 8.3                         | 83                                  | 120      | 6             | 215                                |
| Petroleum and its products                                  | 6                                     | 640       | 173            | 27.0                        | 36                                  | 65       | -             | 31                                 |
| All other kinds of business                                 | 27                                    | 1,492     | 268            | 18.0                        | 120                                 | 125      | 2             | 240                                |
| <b>SANTA BARBARA</b>  | 65                                    | 4,988     | 1,078          | 21.6                        | 433                                 | 466      | 11            | 442                                |
| Wholesalers proper  | 44                                    | 2,687     | 518            | 19.3                        | 166                                 | 244      | 5             | 347                                |
| All other types   | 21                                    | 2,301     | 560            | 24.3                        | 267                                 | 222      | 6             | 95                                 |
| Farm products-consumer goods                                | 13                                    | 1,193     | 310            | 26.0                        | 226                                 | 150      | -             | 12                                 |
| Groceries and foods (except farm products)                  | 10                                    | 1,289     | 185            | 14.4                        | 57                                  | 90       | 2             | 196                                |
| Petroleum and its products                                  | 14                                    | 1,586     | 404            | 25.5                        | 79                                  | 143      | 3             | 77                                 |
| All other kinds of business                                 | 28                                    | 920       | 179            | 19.5                        | 61                                  | 83       | 6             | 157                                |

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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 20,000 TO 50,000 POPULATION (continued)           |                                       |           |                |                             |                                     |          |               |                                    |
| SANTA MONICA  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 36                                    | \$3,128   | \$635          | 20.3                        | 176                                 | \$248    | \$9           | \$281                              |
| Wholesalers proper  | 26                                    | 1,101     | 254            | 23.1                        | 86                                  | 100      | 7             | 87                                 |
| All other types   | 10                                    | 2,027     | 381            | 18.8                        | 90                                  | 148      | 2             | 194                                |
| Farm products-consumer goods                                | 5                                     | 98        | 38             | 38.8                        | 9                                   | 10       | 1             | 1                                  |
| Groceries and foods (except farm products)                  | 9                                     | 1,416     | 178            | 12.6                        | 59                                  | 86       | 6             | 136                                |
| Petroleum and its products                                  | 6                                     | 1,122     | 254            | 22.6                        | 39                                  | 75       | 2             | 35                                 |
| All other kinds of business                                 | 16                                    | 492       | 168            | 33.5                        | 69                                  | 77       | -             | 109                                |
| STOCKTON  |                                       |           |                |                             |                                     |          |               |                                    |
|   | 132                                   | 20,940    | 3,095          | 14.8                        | 1,095                               | 1,550    | 23            | 3,077                              |
| Wholesalers proper  | 93                                    | 10,340    | 1,625          | 15.7                        | 524                                 | 753      | 14            | 1,635                              |
| All other types   | 39                                    | 10,600    | 1,470          | 13.9                        | 571                                 | 797      | 9             | 1,442                              |
| Farm products-raw materials                                 | 4                                     | 3,562     | 79             | 2.2                         | 15                                  | 28       | -             | 360                                |
| Farm products-consumer goods                                | 27                                    | 2,265     | 482            | 21.4                        | 213                                 | 255      | 2             | 331                                |
| Groceries and foods (except farm products)                  | 29                                    | 6,115     | 701            | 11.5                        | 314                                 | 383      | 2             | 821                                |
| Petroleum and its products                                  | 18                                    | 2,767     | 643            | 23.2                        | 130                                 | 267      | 6             | 120                                |
| All other kinds of business                                 | 54                                    | 6,241     | 1,190          | 19.1                        | 423                                 | 617      | 13            | 1,445                              |
| CITIES OF 5,000 TO 20,000 POPULATION 24/                    |                                       |           |                |                             |                                     |          |               |                                    |
| <u>Total</u>  | 981                                   | 144,774   | 26,415         | 18.2                        | 7,546                               | 11,630   | 2,430         | 8,113                              |
| ALBANY  | 2                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| ANAHEIM   | 25                                    | 4,905     | 902            | 18.4                        | 333                                 | 521      | 128           | 140                                |
| ARCADIA   | 3                                     | 266       | 57             | 21.4                        | 19                                  | 31       | 10            | 11                                 |
| BELL  | 3                                     | 52        | 28             | 44.2                        | 8                                   | 12       | 2             | 17                                 |
| BEVERLY HILLS   | 5                                     | 1,898     | 530            | 28.1                        | 151                                 | 244      | 5             | 101                                |
| BRADLEY   | 19                                    | 3,406     | 735            | 21.6                        | 66                                  | 278      | 155           | 115                                |
| BURBANK   | 35                                    | 2,655     | 572            | 21.5                        | 163                                 | 254      | 4             | 271                                |
| BURLINGAME  | 5                                     | 1,021     | 183            | 17.9                        | 30                                  | 51       | 1             | 34                                 |
| CALEXICO  | 9                                     | 573       | 163            | 28.4                        | 37                                  | 51       | 4             | 25                                 |
| CHICO   | 18                                    | 1,673     | 282            | 16.9                        | 62                                  | 94       | 4             | 92                                 |
| CHOLTON   | 16                                    | 1,683     | 320            | 19.0                        | 85                                  | 149      | 14            | 122                                |
| COMPTON   | 6                                     | 179       | 52             | 29.1                        | 12                                  | 22       | 1             | 14                                 |
| CORONA  | 10                                    | 1,262     | 585            | 46.4                        | 393                                 | 308      | 19            | 38                                 |
| CORONADO  | 1                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| CULVER CITY   | 13                                    | 899       | 161            | 17.9                        | 32                                  | 43       | 2             | 43                                 |
| EL CENTRO   | 47                                    | 6,888     | 1,616          | 23.5                        | 269                                 | 624      | 199           | 595                                |
| EUREKA  | 32                                    | 3,167     | 426            | 13.5                        | 105                                 | 177      | 5             | 313                                |
| FULLERTON   | 19                                    | 8,176     | 958            | 11.7                        | 572                                 | 655      | 127           | 102                                |
| GARDENA   | 3                                     | 66        | 18             | 27.3                        | 7                                   | 8        | -             | 16                                 |
| HAWFORD   | 9                                     | 658       | 150            | 22.5                        | 54                                  | 61       | 3             | 47                                 |
| HAWTHORNE   | (X)                                   | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| HAYWARD   | 14                                    | 1,740     | 417            | 24.0                        | 101                                 | 203      | 51            | 84                                 |
| INGLEWOOD   | 7                                     | 405       | 92             | 22.7                        | 14                                  | 29       | 2             | 31                                 |
| LODI  | 12                                    | 1,335     | 309            | 23.1                        | 59                                  | 128      | 32            | 65                                 |
| LYNWOOD   | 6                                     | 83        | 15             | 18.1                        | 4                                   | 6        | 1             | 8                                  |
| MARTINEZ  | 10                                    | 899       | 170            | 18.9                        | 22                                  | 47       | 4             | 16                                 |
| MARYSVILLE  | 15                                    | 1,376     | 287            | 20.9                        | 67                                  | 109      | 6             | 111                                |
| MAYWOOD   | 3                                     | 168       | 11             | 6.5                         | 4                                   | 6        | 1             | 14                                 |
| MERCED  | 58                                    | 736       | 200            | 27.2                        | 66                                  | 83       | 14            | 70                                 |
| MODESTO   | 15                                    | 6,301     | 1,137          | 18.0                        | 428                                 | 485      | 42            | 672                                |
| MONROVIA  | 9                                     | 2,051     | 237            | 11.6                        | 68                                  | 89       | 1             | 49                                 |
| MONTEBELLO  | 5                                     | 292       | 110            | 37.7                        | 36                                  | 50       | -             | 23                                 |
| MONTESERY PARK  | 22                                    | 724       | 203            | 28.0                        | 56                                  | 88       | 3             | 78                                 |
| NAPA  | 20                                    | 2,143     | 508            | 23.7                        | 163                                 | 221      | 4             | 222                                |
| NATIONAL CITY   | 5                                     | 243       | 79             | 32.5                        | 12                                  | 41       | 20            | 41                                 |

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Table 2B.—STATE OF CALIFORNIA WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States and Cities of 5,000 Population and Over

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in the totals; a leader indicates no information or an amount less than \$500]

| STATE AND CITY<br>TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | Number of<br>estab-<br>lish-<br>ments | Net sales | TOTAL EXPENSES |                             | Full-time<br>employees<br>(average) | PAY ROLL |               | Stocks on<br>hand (end<br>of year) |
|---|---------------------------------------|-----------|----------------|-----------------------------|-------------------------------------|----------|---------------|------------------------------------|
|   |                                       |           | Amount         | Per-<br>cent<br>of<br>sales |                                     | Total    | Part-<br>time |                                    |
| CITIES OF 5,000 TO 20,000 POPULATION (continued)            |                                       |           |                |                             |                                     |          |               |                                    |
| ONTARIO   | 13                                    | \$1,127   | \$331          | 29.4                        | 128                                 | \$135    | \$32          | \$49                               |
| ORANGE  | 9                                     | 1,386     | 450            | 32.5                        | 179                                 | 218      | 73            | 21                                 |
| OKLAHAR   | 20                                    | 3,875     | 498            | 12.9                        | 159                                 | 170      | 3             | 129                                |
| PACIFIC GROVE   | 2                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| PALO ALTO   | 16                                    | 997       | 185            | 18.6                        | 52                                  | 78       | 9             | 61                                 |
| PETALUMA  | 35                                    | 6,525     | 1,105          | 16.9                        | 621                                 | 688      | 11            | 806                                |
| PITTSBURG   | 10                                    | 400       | 124            | 31.0                        | 30                                  | 45       | 1             | 71                                 |
| PORTERVILLE   | 14                                    | 3,200     | 364            | 11.4                        | 111                                 | 179      | 40            | 99                                 |
| REDLANDS  | 22                                    | 11,432    | 1,441          | 12.6                        | 164                                 | 589      | 297           | 83                                 |
| REDONDO BEACH   | 3                                     | 119       | 35             | 29.4                        | 6                                   | 13       | 1             | 8                                  |
| REDWOOD CITY  | 16                                    | 1,254     | 223            | 17.8                        | 59                                  | 90       | 1             | 47                                 |
| ROSEVILLE   | 1                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| SALINAS   | 48                                    | 7,605     | 2,410          | 31.7                        | 657                                 | 874      | 264           | 240                                |
| SAN BERNABEUERA   | 10                                    | 517       | 129            | 25.0                        | 40                                  | 65       | 4             | 50                                 |
| SAN FERNANDO  | 16                                    | 1,937     | 482            | 24.9                        | 78                                  | 228      | 108           | 67                                 |
| SAN GABRIEL   | 1                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| SAN LEANDRO   | 2                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| SAN LUIS OBISPO   | 23                                    | 1,710     | 271            | 15.8                        | 74                                  | 131      | 3             | 270                                |
| SAN MATEO   | 10                                    | 265       | 61             | 23.0                        | 13                                  | 22       | 1             | 21                                 |
| SAN RAFAEL  | 14                                    | 1,038     | 204            | 19.7                        | 47                                  | 78       | 6             | 77                                 |
| SANTA CLARA   | 1                                     | (X)       | (X)            | (X)                         | (X)                                 | (X)      | (X)           | (X)                                |
| SANTA CRUZ  | 26                                    | 1,835     | 331            | 18.0                        | 98                                  | 138      | 4             | 115                                |
| SANTA MARIA   | 15                                    | 2,379     | 571            | 24.0                        | 71                                  | 200      | 84            | 131                                |
| SANTA PAULA   | 16                                    | 11,527    | 1,535          | 13.3                        | 371                                 | 787      | 444           | 75                                 |
| SANTA ROSA  | 43                                    | 5,337     | 695            | 13.0                        | 221                                 | 313      | 17            | 270                                |
| SOUTH GATE  | 4                                     | 331       | 118            | 35.6                        | 54                                  | 59       | -             | 1                                  |
| SOUTH PASADENA  | 10                                    | 603       | 112            | 18.6                        | 35                                  | 53       | 1             | 71                                 |
| SOUTH SAN FRANCISCO   | 12                                    | 8,423     | 535            | 6.4                         | 107                                 | 210      | 2             | 685                                |
| TERRANCE  | 5                                     | 562       | 57             | 10.1                        | 24                                  | 28       | -             | 183                                |
| TULARE  | 10                                    | 2,196     | 424            | 19.3                        | 147                                 | 218      | 3             | 195                                |
| VALLEJO   | 14                                    | 881       | 220            | 25.0                        | 59                                  | 115      | 1             | 48                                 |
| VISALIA   | 18                                    | 2,612     | 426            | 16.3                        | 107                                 | 151      | 7             | 162                                |
| WATSONVILLE   | 20                                    | 3,314     | 768            | 23.2                        | 154                                 | 232      | 51            | 372                                |
| WHITTIER  | 12                                    | 2,365     | 559            | 23.6                        | 143                                 | 250      | 92            | 59                                 |
| WOODLAND  | 9                                     | 932       | 211            | 22.6                        | 50                                  | 89       | 5             | 57                                 |

1/ Includes 1 agent.

2/ Includes 2 establishments dealing in farm products-consumer goods; and 10 in petroleum and its products.

3/ Includes 1 establishment dealing in clothing and furnishings; 2 in drugs and drug sundries; 1 in farm supplies; 2 in hardware; 1 in jewelry and optical goods; 1 in lumber and building materials (other than metal); and 6 in all other products.

4/ Includes 1 agent dealing in automotive products. Also includes 1 manufacturer's sales branches dealing in automotive products; 1 in jewelry and optical goods; 1 in machinery, equipment and supplies (except electrical); 1 in plumbing and heating equipment and supplies; and 2 in all other products.

5/ Includes 1 establishment dealing in farm supplies; 1 in general merchandise; 2 in hardware; and 33 in all other products.

6/ Includes 1 establishment dealing in drugs and drug sundries; 1 in electrical goods; 1 in jewelry and optical goods; 2 in plumbing and heating equipment and supplies; and 1 in all other products.

7/ Includes 1 establishment dealing in clothing and furnishings; 1 in coal; 2 in drugs and drug sundries; 1 in farm products-raw materials; 2 in furniture and house furnishings; 2 in groceries and foods (except farm products); and 2 in machinery, equipment and supplies (except electrical).

8/ Includes 6 establishments dealing in farm products-consumer goods; and 2 in groceries and foods (except farm products).

9/ Includes 1 establishment dealing in automotive products; 2 in farm products-consumer goods; 1 in farm supplies; 1 in furniture and house furnishings; 1 in general merchandise; 1 in groceries and foods (except farm products); 1 in lumber and building materials (other than metal); and 1 in machinery, equipment and supplies (except electrical).

10/ Includes 2 establishments dealing in amusement and sporting goods; 2 in dry goods; 1 in furniture and house furnishings; 2 in hardware; 2 in jewelry and optical goods; 2 in paper and its products; 2 in tobacco and its products (except leaf); and 12 in all other products.





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Table 5.—STATE OF CALIFORNIA RECEIPTS FROM SALES OF MERCHANDISE AND SERVICE, BY KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

| Kind of Business                                      | Number of establishments | Total net sales | Total Expenses |                  | Receipts From—       |                               |                          |        |               |                          |
|---|--------------------------|-----------------|----------------|------------------|----------------------|-------------------------------|--------------------------|--------|---------------|--------------------------|
|   |                          |                 | Amount         | Percent of sales | Sales of merchandise | Parking storage cleaning etc. | Space rental             |        | Other sources |                          |
|   |                          |                 |                |                  |                      |                               | Number of establishments | Amount |               | Number of establishments |
| <b>Total for State</b>                                | 11,382                   | \$2,355,254     | 329,541        | 14.2             | \$2,324,767          | 4,303                         | 113                      | \$651  | 278           | \$12,945                 |
| Amusement and sporting goods                          | 179                      | 25,499          | 4,236          | 16.6             | 19,525               | 36                            | 1                        | 1      | 36            | 1/ 9,367                 |
| Automotive products                                   | 747                      | 71,210          | 14,958         | 21.0             | 55,960               | 1,990                         | 5                        | 5      | 22            | 245                      |
| Chemicals   | 274                      | 35,011          | 7,371          | 21.1             | 34,394               | 117                           | -                        | -      | 5             | 50                       |
| Clothing and furnishings                              | 368                      | 42,340          | 5,424          | 12.8             | 42,112               | 14                            | -                        | -      | 5             | 5                        |
| Drugs and drug sundries                               | 163                      | 54,354          | 5,371          | 10.0             | 54,751               | -                             | 2                        | 2      | 2             | 205                      |
| Dry goods   | 340                      | 49,810          | 4,323          | 9.0              | 49,806               | 1                             | -                        | -      | 1             | 2                        |
| Electrical goods                                      | 334                      | 47,333          | 3,113          | 13.0             | 45,390               | 218                           | 4                        | 4      | 9             | 71                       |
| Farm products—raw materials                           | 177                      | 70,322          | 4,050          | 5.7              | 69,590               | 241                           | 5                        | 14     | 12            | 136                      |
| Farm products—consumer goods                          | 1,701                    | 378,448         | 54,524         | 17.6             | 377,503              | 53                            | 21                       | 149    | 46            | 438                      |
| Farm supplies   | 130                      | 34,140          | 3,804          | 11.2             | 34,104               | 13                            | 4                        | 8      | 2             | 13                       |
| Furniture and house furnishings                       | 394                      | 29,088          | 4,501          | 15.5             | 29,028               | 53                            | 2                        | 3      | 1             | 1                        |
| Groceries and foods (except farm products)            | 1,707                    | 536,702         | 57,054         | 10.6             | 534,159              | -                             | 14                       | 223    | 44            | 328                      |
| Hardware  | 326                      | 27,376          | 2,771          | 10.1             | 27,550               | 1                             | -                        | -      | 4             | 43                       |
| Jewelry and optical goods                             | 177                      | 11,207          | 2,304          | 20.5             | 11,188               | 37                            | 1                        | 2      | -             | -                        |
| Lumber and building materials (other than metal)      | 312                      | 55,544          | 11,371         | 20.5             | 54,950               | 250                           | 7                        | 21     | 10            | 143                      |
| Machinery, equipment and supplies (except electrical) | 1,042                    | 106,998         | 23,352         | 21.8             | 106,132              | 664                           | 9                        | 24     | 69            | 1,148                    |
| Metals (except scrap)                                 | 151                      | 50,455          | 4,377          | 8.1              | 50,428               | 23                            | 2                        | 7      | -             | -                        |
| Paper and its products                                | 173                      | 45,337          | 10,608         | 23.4             | 45,194               | 27                            | 1                        | 1      | 2             | 104                      |
| Petroleum   | 1,119                    | 234,376         | 40,234         | 17.2             | 234,796              | 98                            | 15                       | 35     | 1             | 1                        |
| Plumbing and heating equipment and supplies           | 183                      | 19,198          | 4,375          | 22.8             | 18,049               | 103                           | 3                        | 3      | 5             | 41                       |
| Tobacco and its products (except leaf)                | 112                      | 100,819         | 5,444          | 5.4              | 100,820              | 1                             | 2                        | 4      | 4             | 93                       |
| Waste materials                                       | 180                      | 7,930           | 1,734          | 21.7             | 7,876                | 11                            | 2                        | 5      | -             | -                        |
| All other kinds of business                           | 366                      | 31,376          | 13,757         | 13.6             | 39,833               | 274                           | 13                       | 50     | 5             | 17                       |

1/ Includes 54 exchanges dealing in motion picture films, with income from film rentals of \$5,983,000.00.

2/ Includes 20 establishments dealing in machinery, equipment and supplies with receipts from machine rentals amounting to \$1,004,000.00.

## WHOLESALE DISTRIBUTION: 1933

13-09-4  
Census of  
American  
Business

Table 4.—STATE OF CALIFORNIA CREDIT SALES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |                  | ESTABLISHMENTS REPORTING CREDIT SALES |                                       |                    |                                       |                                       |                    |                |                  |             |
|---|--------------------|------------------|---------------------------------------|---------------------------------------|--------------------|---------------------------------------|---------------------------------------|--------------------|----------------|------------------|-------------|
|   | Number             | Net sales        | Number                                | Percent of total for kind of business | Net sales          | Percent of total for kind of business | Credit sales                          |                    | Total Expenses |                  |             |
|   |                    |                  |                                       |                                       |                    |                                       | Amount                                | Percent of sales   | Amount         | Percent of sales |             |
|   |                    |                  |                                       |                                       |                    |                                       | Establishments reporting credit sales | All establishments | Amount         | Percent of sales |             |
| <b>Total for State</b>                    | <b>11,052</b>      | <b>2,255,256</b> | <b>8,093</b>                          | <b>73.2</b>                           | <b>\$1,734,935</b> | <b>76.9</b>                           | <b>\$1,436,361</b>                    | <b>82.8</b>        | <b>63.7</b>    | <b>\$270,864</b> | <b>15.6</b> |
| <b>WHOLESALESA PROPER</b>                 |                    |                  |                                       |                                       |                    |                                       |                                       |                    |                |                  |             |
| <b>Total</b>                              | <b>5,653</b>       | <b>968,670</b>   | <b>4,858</b>                          | <b>73.0</b>                           | <b>870,894</b>     | <b>88.1</b>                           | <b>709,059</b>                        | <b>81.4</b>        | <b>71.7</b>    | <b>152,704</b>   | <b>17.5</b> |
| Amusement and sporting goods              | 118                | 13,269           | 87                                    | 73.7                                  | 12,341             | 92.1                                  | 11,100                                | 90.7               | 93.5           | 1,891            | 15.4        |
| Automotive products                       | 639                | 45,833           | 498                                   | 77.9                                  | 34,425             | 75.3                                  | 22,773                                | 66.2               | 49.8           | 9,138            | 26.5        |
| Chemicals                                 | 150                | 13,841           | 128                                   | 85.3                                  | 13,213             | 95.5                                  | 11,315                                | 85.6               | 81.7           | 3,442            | 26.1        |
| Clothing and furnishings                  | 194                | 18,535           | 164                                   | 84.5                                  | 16,424             | 88.6                                  | 15,506                                | 94.4               | 83.7           | 2,764            | 16.8        |
| Coal                                      | 18                 | 1,548            | 14                                    | 77.8                                  | 1,487              | 96.1                                  | 1,119                                 | 75.3               | 72.3           | 464              | 31.2        |
| Drugs and drug sundries                   | 110                | 31,732           | 70                                    | 63.6                                  | 30,028             | 94.6                                  | 25,798                                | 89.2               | 84.5           | 5,743            | 19.1        |
| Dry goods                                 | 175                | 20,529           | 158                                   | 90.3                                  | 19,994             | 97.2                                  | 18,987                                | 95.2               | 92.5           | 2,950            | 14.8        |
| Electrical goods                          | 210                | 22,832           | 171                                   | 81.4                                  | 22,145             | 97.0                                  | 20,579                                | 92.9               | 90.1           | 5,138            | 23.5        |
| Farm products—raw materials               | 99                 | 43,645           | 55                                    | 55.6                                  | 22,412             | 51.4                                  | 13,791                                | 61.5               | 31.6           | 1,543            | 6.9         |
| Farm products—consumer goods              | 927                | 128,883          | 673                                   | 72.6                                  | 114,466            | 88.8                                  | 78,105                                | 68.2               | 60.6           | 26,059           | 22.8        |
| Farm supplies                             | 109                | 19,345           | 88                                    | 80.7                                  | 18,002             | 93.1                                  | 13,199                                | 73.5               | 68.2           | 3,096            | 17.6        |
| Furniture and house furnishings           | 196                | 11,240           | 138                                   | 70.4                                  | 10,374             | 92.3                                  | 9,500                                 | 91.6               | 84.5           | 2,046            | 19.7        |
| Groceries and foods                       | 1,288              | 311,115          | 828                                   | 64.3                                  | 269,319            | 86.8                                  | 224,931                               | 85.1               | 72.1           | 35,402           | 13.1        |
| Hardware                                  | 75                 | 22,596           | 65                                    | 89.0                                  | 21,474             | 95.9                                  | 20,124                                | 95.9               | 89.9           | 5,089            | 23.7        |
| Jewelry and optical goods                 | 120                | 5,719            | 92                                    | 75.7                                  | 5,729              | 95.3                                  | 4,587                                 | 81.6               | 69.8           | 1,712            | 29.9        |
| Lumber and building materials             | 206                | 31,606           | 186                                   | 90.3                                  | 31,062             | 98.3                                  | 29,568                                | 95.5               | 93.9           | 7,832            | 25.2        |
| Machinery, equipment and supplies         | 574                | 49,811           | 499                                   | 86.9                                  | 48,019             | 96.4                                  | 42,561                                | 88.8               | 85.6           | 11,817           | 24.6        |
| Metals (except scrap)                     | 92                 | 7,603            | 81                                    | 88.0                                  | 7,248              | 95.3                                  | 6,497                                 | 89.6               | 85.5           | 1,723            | 23.6        |
| Paper and its products                    | 108                | 22,575           | 96                                    | 88.9                                  | 22,327             | 98.5                                  | 20,943                                | 92.8               | 92.4           | 4,696            | 21.0        |
| Petroleum and its products                | 128                | 24,273           | 103                                   | 80.5                                  | 20,162             | 83.0                                  | 10,651                                | 55.9               | 44.7           | 2,395            | 11.9        |
| Plumbing & heating eqpt & supplies        | 116                | 11,178           | 105                                   | 93.4                                  | 10,324             | 97.7                                  | 9,591                                 | 87.8               | 85.8           | 2,833            | 26.5        |
| Tobacco and its products                  | 98                 | 67,601           | 74                                    | 75.5                                  | 64,214             | 95.0                                  | 55,461                                | 86.4               | 82.0           | 5,621            | 8.6         |
| Waste materials                           | 153                | 7,179            | 62                                    | 40.5                                  | 4,926              | 68.6                                  | 3,679                                 | 74.7               | 51.2           | 1,274            | 25.9        |
| All other kinds of business               | 752                | 55,404           | 421                                   | 55.0                                  | 49,720             | 89.7                                  | 37,754                                | 75.9               | 68.1           | 7,906            | 15.9        |
| <b>ALL OTHER TYPES</b>                    |                    |                  |                                       |                                       |                    |                                       |                                       |                    |                |                  |             |
| <b>Total</b>                              | <b>4,399</b>       | <b>1,266,586</b> | <b>3,235</b>                          | <b>73.5</b>                           | <b>864,041</b>     | <b>68.2</b>                           | <b>727,302</b>                        | <b>84.2</b>        | <b>57.4</b>    | <b>118,160</b>   | <b>13.7</b> |
| Amusement and sporting goods              | 58                 | 12,210           | 40                                    | 69.0                                  | 6,456              | 52.9                                  | 4,707                                 | 72.9               | 38.6           | 1,027            | 15.9        |
| Automotive products                       | 108                | 26,517           | 91                                    | 84.3                                  | 24,821             | 93.6                                  | 19,719                                | 79.4               | 74.4           | 3,873            | 15.6        |
| Chemicals                                 | 124                | 21,170           | 113                                   | 91.1                                  | 16,274             | 86.3                                  | 17,985                                | 98.4               | 85.0           | 3,561            | 20.0        |
| Clothing and furnishings                  | 174                | 23,705           | 142                                   | 81.6                                  | 20,767             | 87.5                                  | 20,625                                | 93.3               | 87.0           | 2,180            | 10.5        |
| Coal                                      | 2                  | (X)              | 1                                     | (X)                                   | (X)                | (X)                                   | (X)                                   | (X)                | (X)            | (X)              | (X)         |
| Drugs and drug sundries                   | 53                 | 23,204           | 32                                    | 60.4                                  | 9,579              | 41.3                                  | 9,564                                 | 99.8               | 41.2           | 1,803            | 18.6        |
| Dry goods                                 | 185                | 29,281           | 171                                   | 92.4                                  | 27,355             | 95.5                                  | 26,449                                | 96.7               | 90.3           | 1,577            | 5.8         |
| Electrical goods                          | 124                | 24,701           | 101                                   | 81.5                                  | 21,010             | 85.1                                  | 19,946                                | 94.9               | 80.7           | 3,233            | 15.4        |
| Farm products—raw materials               | 78                 | 26,536           | 13                                    | 24.4                                  | 4,364              | 16.6                                  | 2,459                                 | 56.3               | 3.4            | 383              | 5.7         |
| Farm products—consumer goods              | 774                | 241,955          | 308                                   | 39.4                                  | 121,321            | 48.5                                  | 100,002                               | 82.5               | 40.1           | 16,098           | 13.3        |
| Farm supplies                             | 21                 | 4,795            | 12                                    | 57.1                                  | 4,005              | 83.5                                  | 3,740                                 | 93.4               | 78.0           | 451              | 11.3        |
| Furniture and house furnishings           | 100                | 17,845           | 72                                    | 72.0                                  | 16,293             | 91.3                                  | 16,108                                | 96.9               | 90.3           | 2,021            | 12.4        |
| General merchandise                       | 8                  | 4,904            | 5                                     | 62.5                                  | 3,959              | 80.7                                  | 3,655                                 | 92.6               | 74.7           | 80               | 1.5         |
| Groceries and foods                       | 419                | 325,587          | 306                                   | 73.0                                  | 229,544            | 70.5                                  | 182,282                               | 79.4               | 56.0           | 22,584           | 9.8         |
| Hardware                                  | 65                 | 4,979            | 47                                    | 72.3                                  | 3,479              | 69.9                                  | 3,278                                 | 94.2               | 65.8           | 455              | 13.1        |
| Jewelry and optical goods                 | 57                 | 4,488            | 45                                    | 80.7                                  | 3,741              | 83.4                                  | 3,501                                 | 93.6               | 78.0           | 965              | 25.3        |
| Lumber and building materials             | 105                | 23,738           | 86                                    | 81.1                                  | 21,172             | 89.2                                  | 20,592                                | 97.7               | 87.2           | 3,109            | 14.7        |
| Machinery, equipment and supplies         | 474                | 57,161           | 404                                   | 85.2                                  | 53,316             | 92.2                                  | 50,639                                | 94.8               | 88.4           | 10,399           | 19.5        |
| Metals (except scrap)                     | 99                 | 52,852           | 74                                    | 74.7                                  | 46,510             | 88.0                                  | 46,399                                | 99.8               | 87.8           | 2,617            | 5.6         |
| Paper and its products                    | 55                 | 22,652           | 49                                    | 75.4                                  | 22,005             | 97.1                                  | 21,528                                | 98.1               | 95.3           | 5,780            | 26.3        |
| Petroleum and its products                | 1,031              | 230,705          | 908                                   | 88.1                                  | 148,019            | 64.2                                  | 100,805                               | 68.1               | 45.7           | 28,406           | 19.2        |
| Plumbing & heating eqpt & supplies        | 14                 | (X)              | 11                                    | (X)                                   | (X)                | (X)                                   | (X)                                   | (X)                | (X)            | (X)              | (X)         |
| Tobacco and its products                  | 14                 | (X)              | 11                                    | (X)                                   | (X)                | (X)                                   | (X)                                   | (X)                | (X)            | (X)              | (X)         |
| Waste materials                           | 7                  | 714              | 4                                     | 57.1                                  | 192                | 26.9                                  | 149                                   | 77.6               | 20.9           | 35               | 18.2        |
| All other products                        | 185                | 36,085           | 141                                   | 75.8                                  | 25,489             | 66.9                                  | 21,766                                | 85.4               | 57.2           | 3,490            | 13.7        |

## WHOLESALE DISTRIBUTION: 1933

13-30-1  
Census of  
American  
Business

Table 5.—STATE OF CALIFORNIA DISTRIBUTION OF SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

For States Only

(All values expressed in thousands of dollars)

[An (X) in column indicates that information must be withheld in order to avoid disclosing data for individual establishments, but such data are included in State totals]

| TYPE OF ESTABLISHMENT<br>KIND OF BUSINESS | ALL ESTABLISHMENTS |           |                | ESTABLISHMENTS REPORTING DISTRIBUTION OF SALES |                                       |           |                                       |                |                  |                               |                                     |                           |                                  |
|---|--------------------|-----------|----------------|--|---------------------------------------|-----------|---------------------------------------|----------------|------------------|-------------------------------|-------------------------------------|---------------------------|----------------------------------|
|   | Number             | Net sales | Total expenses | Number of establishments                       | Percent of total for kind of business | Net sales | Percent of total for kind of business | Total expenses |                  | Sales to retailers for resale | Sales to home-consumers (at retail) | Sales to industrial users | Sales to wholesale organizations |
|   |                    |           |                |  |                                       |           |                                       | Amount         | Percent of sales |                               |                                     |                           |                                  |
| Total for State                           | 11,052             | 2,255,256 | \$328,541      | 9,810  | 88.8                                  | 1,933,410 | 85.7                                  | \$282,944      | 14.6             | 1,069,516                     | \$68,662                            | \$372,425                 | \$412,785                        |
| WHOLESALE PROPER                          |                    |           |                |  |                                       |           |                                       |                |                  |                               |                                     |                           |                                  |
| Total                                     | 6,653              | 988,670   | 166,862        | 6,309  | 94.8                                  | 934,149   | 94.5                                  | 156,335        | 16.8             | 613,068                       | 47,704                              | 191,659                   | 31,713                           |
| Amusement and sporting goods              | 113                | 13,269    | 2,327          | 108  | 91.5                                  | 12,667    | 95.3                                  | 2,128          | 15.8             | 4,142                         | 656                                 | 7,464                     | 435                              |
| Automotive products                       | 639                | 45,533    | 10,905         | 614  | 96.1                                  | 42,043    | 92.0                                  | 9,322          | 23.6             | 27,694                        | 8,727                               | 3,780                     | 1,649                            |
| Chemicals                                 | 150                | 13,841    | 3,545          | 146  | 97.3                                  | 13,768    | 99.6                                  | 3,521          | 25.5             | 4,740                         | 569                                 | 7,710                     | 763                              |
| Clothing and furnishings                  | 194                | 18,535    | 2,985          | 193  | 99.5                                  | 18,512    | 99.9                                  | 2,978          | 16.1             | 18,166                        | 210                                 | 133                       | 3                                |
| Coal                                      | 18                 | 1,548     | 477            | 16   | 88.9                                  | 1,447     | 93.5                                  | 431            | 29.8             | 619                           | 177                                 | 611                       | 40                               |
| Drugs and drug sundries                   | 110                | 31,732    | 6,085          | 107  | 97.3                                  | 30,353    | 95.7                                  | 6,006          | 19.8             | 27,918                        | 860                                 | 344                       | 1,231                            |
| Dry goods                                 | 175                | 20,529    | 3,064          | 170  | 97.1                                  | 19,731    | 96.1                                  | 2,939          | 14.9             | 13,997                        | 149                                 | 5,327                     | 258                              |
| Electrical goods                          | 210                | 22,832    | 3,566          | 202  | 96.2                                  | 20,709    | 90.7                                  | 5,213          | 25.2             | 16,756                        | 2,102                               | 1,849                     | -                                |
| Farm products—raw materials               | 99                 | 43,543    | 3,036          | 84   | 84.8                                  | 39,687    | 90.9                                  | 2,608          | 7.1              | 7,276                         | 689                                 | 25,250                    | 6,197                            |
| Farm products—consumers goods             | 927                | 123,888   | 27,622         | 896  | 96.5                                  | 123,703   | 99.6                                  | 26,902         | 21.7             | 93,202                        | 10,731                              | 4,945                     | 14,523                           |
| Farm supplies                             | 109                | 19,545    | 3,254          | 83   | 75.5                                  | 15,046    | 22.9                                  | 2,496          | 15.5             | 11,224                        | 845                                 | 2,457                     | 1,806                            |
| Furniture & house furnishings             | 196                | 11,240    | 2,281          | 195  | 99.5                                  | 11,218    | 99.8                                  | 2,255          | 20.1             | 9,781                         | 417                                 | 617                       | 203                              |
| Groceries and foods                       | 1,288              | 311,115   | 36,692         | 1,270  | 98.6                                  | 310,027   | 97.7                                  | 36,428         | 12.4             | 204,196                       | 7,670                               | 52,621                    | 45,438                           |
| Hardware                                  | 73                 | 22,396    | 5,230          | 71   | 97.3                                  | 16,795    | 75.0                                  | 4,002          | 23.8             | 11,521                        | 563                                 | 3,839                     | 872                              |
| Jewelry and optical goods                 | 120                | 6,719     | 1,891          | 120  | 100.0                                 | 6,719     | 100.0                                 | 1,891          | 28.1             | 6,161                         | 351                                 | 91                        | 116                              |
| Lumber & building materials               | 206                | 31,606    | 7,864          | 120  | 58.3                                  | 17,595    | 55.7                                  | 5,165          | 29.4             | 10,148                        | 2,163                               | 5,048                     | 236                              |
| Machinery, eq't & supplies                | 574                | 49,811    | 15,467         | 568  | 99.0                                  | 47,648    | 95.7                                  | 11,653         | 24.8             | 10,326                        | 2,673                               | 33,137                    | 1,812                            |
| Metal (except scrap)                      | 32                 | 7,633     | 1,842          | 31   | 96.9                                  | 5,767     | 75.0                                  | 1,581          | 25.4             | 2,180                         | 280                                 | 2,667                     | 40                               |
| Paper and its products                    | 108                | 22,675    | 4,765          | 104  | 96.3                                  | 21,114    | 93.1                                  | 4,374          | 20.7             | 10,361                        | 1,635                               | 9,068                     | 49                               |
| Petroleum and its products                | 128                | 24,273    | 3,597          | 108  | 84.4                                  | 23,103    | 95.2                                  | 3,223          | 14.0             | 17,795                        | 1,181                               | 3,247                     | 880                              |
| Plumbing & heating equipment and supplies | 116                | 11,178    | 2,948          | 112  | 96.6                                  | 11,102    | 99.3                                  | 2,919          | 26.3             | 7,937                         | 1,982                               | 1,620                     | 113                              |
| Tobacco and its products                  | 98                 | 67,601    | 5,835          | 91   | 92.9                                  | 63,193    | 93.5                                  | 5,503          | 8.7              | 65,648                        | 323                                 | -                         | 222                              |
| Waste materials                           | 153                | 7,179     | 1,740          | 128  | 83.7                                  | 6,538     | 88.3                                  | 1,494          | 23.6             | 1,197                         | 166                                 | 4,698                     | 278                              |
| All other kinds of business               | 752                | 55,404    | 8,873          | 742  | 98.7                                  | 53,663    | 97.2                                  | 8,621          | 15.8             | 31,879                        | 2,715                               | 14,415                    | 4,854                            |
| ALL OTHER TYPES                           |                    |           |                |  |                                       |           |                                       |                |                  |                               |                                     |                           |                                  |
| Total                                     | 4,399              | 1,266,586 | 161,679        | 3,501  | 79.6                                  | 999,261   | 78.9                                  | 126,309        | 12.6             | 476,450                       | 10,978                              | 180,766                   | 331,067                          |
| Amusement and sporting goods              | 56                 | 12,210    | 1,909          | 38   | 65.5                                  | 4,246     | 35.6                                  | 589            | 13.6             | 2,138                         | 21                                  | 1,656                     | 551                              |
| Automotive products                       | 108                | 26,317    | 4,079          | 101  | 93.5                                  | 25,627    | 96.6                                  | 3,966          | 15.6             | 19,869                        | 455                                 | 3,929                     | 1,533                            |
| Chemicals                                 | 124                | 21,170    | 5,326          | 106  | 85.1                                  | 15,939    | 75.1                                  | 2,941          | 13.9             | 7,037                         | 172                                 | 8,042                     | 1,592                            |
| Clothing and furnishings                  | 174                | 23,705    | 2,439          | 170  | 97.7                                  | 22,228    | 94.2                                  | 2,846          | 10.6             | 21,060                        | 51                                  | 646                       | 456                              |
| Coal                                      | 2                  | (X)       | (X)            | 2  | (X)                                   | (X)       | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Drugs and drug sundries                   | 53                 | 23,204    | 2,586          | 47   | 88.7                                  | 22,323    | 96.2                                  | 2,279          | 10.2             | 18,306                        | 117                                 | 73                        | 3,827                            |
| Dry goods                                 | 185                | 29,281    | 1,761          | 176  | 95.1                                  | 27,744    | 94.8                                  | 1,732          | 6.2              | 11,771                        | 6                                   | 12,070                    | 3,897                            |
| Electrical goods                          | 124                | 24,701    | 3,649          | 91   | 73.4                                  | 18,953    | 76.7                                  | 3,063          | 16.2             | 6,027                         | 393                                 | 9,641                     | 2,892                            |
| Farm products—raw materials               | 78                 | 26,638    | 994            | 53   | 67.9                                  | 13,318    | 50.0                                  | 536            | 4.0              | 2,322                         | 8                                   | 8,900                     | 2,088                            |
| Farm products—consumers goods             | 794                | 249,565   | 38,944         | 672  | 96.8                                  | 232,347   | 93.1                                  | 34,399         | 13.7             | 115,613                       | 3,866                               | 9,707                     | 94,341                           |
| Farm supplies                             | 21                 | 4,938     | 815            | 19   | 89.7                                  | 2,838     | 57.7                                  | 2,846          | 57.5             | 1,073                         | 324                                 | 2,960                     | 21                               |
| Furniture & house furnishings             | 100                | 17,845    | 2,221          | 92   | 92.0                                  | 13,856    | 77.5                                  | 1,874          | 13.5             | 7,914                         | 67                                  | 925                       | 4,323                            |
| General merchandise                       | 8                  | 4,904     | 69             | 3  | 37.5                                  | 150       | 3.3                                   | 21             | 13.1             | 117                           | 24                                  | 19                        | -                                |
| Groceries and foods                       | 419                | 325,587   | 28,374         | 401  | 95.7                                  | 304,963   | 92.7                                  | 25,696         | 8.4              | 129,645                       | 1,065                               | 7,948                     | 166,305                          |
| Hardware                                  | 65                 | 4,979     | 542            | 55   | 84.6                                  | 4,425     | 88.9                                  | 506            | 11.4             | 2,545                         | 69                                  | 1,615                     | 1,251                            |
| Jewelry and optical goods                 | 57                 | 4,486     | 1,033          | 54   | 94.7                                  | 4,092     | 91.2                                  | 996            | 24.3             | 3,298                         | 98                                  | 29                        | 667                              |
| Lumber & building materials               | 106                | 23,738    | 3,397          | 87   | 81.1                                  | 15,957    | 67.2                                  | 2,939          | 14.4             | 10,779                        | 98                                  | 4,598                     | 686                              |
| Machinery, eq't & supplies                | 474                | 57,131    | 10,855         | 418  | 87.3                                  | 39,761    | 69.5                                  | 9,254          | 22.8             | 12,155                        | 658                                 | 24,385                    | 2,543                            |
| Metals (except scrap)                     | 99                 | 52,892    | 3,055          | 63   | 63.6                                  | 38,497    | 72.8                                  | 2,210          | 5.7              | 10,117                        | 830                                 | 26,859                    | 991                              |
| Paper and paper products                  | 65                 | 22,682    | 5,843          | 55   | 84.8                                  | 20,931    | 92.4                                  | 5,615          | 26.8             | 6,897                         | 57                                  | 13,488                    | 499                              |
| Petroleum and its products                | 1,031              | 230,705   | 36,697         | 556  | 53.9                                  | 103,283   | 44.8                                  | 17,217         | 16.7             | 68,602                        | 2,820                               | 27,269                    | 4,592                            |
| Plumbing & heating equipment and supplies | 67                 | 8,017     | 1,928          | 52   | 77.6                                  | 5,373     | 67.0                                  | 1,307          | 24.3             | 2,849                         | 39                                  | 1,851                     | 634                              |
| Tobacco and its products                  | 14                 | (X)       | (X)            | 13   | (X)                                   | (X)       | (X)                                   | (X)            | (X)              | (X)                           | (X)                                 | (X)                       | (X)                              |
| Waste materials                           | 7                  | 714       | 54             | 4  | 57.1                                  | 245       | 34.3                                  | 42             | 17.1             | 74                            | 6                                   | 53                        | 112                              |
| All other products                        | 186                | 38,085    | 4,323          | 181  | 97.3                                  | 37,396    | 98.2                                  | 4,127          | 11.0             | 15,139                        | 371                                 | 14,982                    | 6,704                            |



WHOLESALE DISTRIBUTION: 1933  
 TABLE 6.—STATE OF CALIFORNIA MONTHLY EMPLOYMENT, BY KIND OF BUSINESS  
 For States and Cities of 500,000 Population and Over

| Pro-<br>pri-<br>etary<br>and<br>firm<br>kind<br>of<br>business | Men and Women<br>Employed                      |  |  | Average<br>number<br>of<br>employees | NUMBER OF EMPLOYEES—BY MONTH                   |                   |                    |            |        |        |        |        |        |                     |                   |                    | De-<br>ce-<br>m-<br>ber |       |
|--|--|--|--|--------------------------------------|--|-------------------|--------------------|------------|--------|--------|--------|--------|--------|---------------------|-------------------|--------------------|-------------------------|-------|
|  | Men  |  | Women  |                                      | Em-<br>ploy-<br>ment<br>ratio<br>to<br>average | Jan-<br>u-<br>ary | Feb-<br>ru-<br>ary | Mar-<br>ch | April  | May    | June   | July   | August | Sep-<br>tem-<br>ber | Oc-<br>to-<br>ber | No-<br>vem-<br>ber |                         |       |
|  | Em-<br>ploy-<br>ment<br>ratio<br>to<br>average | Em-<br>ploy-<br>ment<br>ratio<br>to<br>average | Em-<br>ploy-<br>ment<br>ratio<br>to<br>average |                                      |  |                   |                    |            |        |        |        |        |        |                     |                   |                    |                         |       |
| STATE AND CITY<br>KIND OF BUSINESS                             |  |  |  |                                      |  |                   |                    |            |        |        |        |        |        |                     |                   |                    |                         |       |
|  | 2,650  | 23,841   | 5,188  | 16.7                                 | 23,745   | 27,407            | 27,356             | 27,337     | 27,609 | 27,684 | 29,646 | 29,536 | 29,482 | 30,018              | 30,443            | 30,548             | 30,556                  |       |
| Total for<br>Los Angeles                                       |  |  |  |                                      | 100  | 95                | 96                 | 96         | 96     | 96     | 98     | 99     | 103    | 104                 | 106               | 106                | 106                     |       |
|  |  |  |  |                                      | 2,304  | 1,960             | 2,068              | 1,927      | 2,027  | 2,148  | 2,294  | 2,205  | 2,159  | 2,554               | 2,920             | 2,970              | 3,120                   | 3,120 |
|  |  |  |  |                                      | 100  | 82                | 87                 | 81         | 86     | 90     | 90     | 97     | 92     | 108                 | 125               | 125                | 131                     | 131   |
| Amusement and sporting goods                                   | 52   | 428  | 231  | 37.2                                 | 643  | 651               | 646                | 612        | 612    | 616    | 619    | 628    | 635    | 644                 | 679               | 683                | 692                     | 692   |
| Automotive products  | 231  | 2,387  | 287  | 10.2                                 | 2,397  | 2,397             | 2,340              | 2,444      | 2,444  | 2,325  | 2,374  | 2,407  | 2,477  | 2,571               | 2,577             | 2,500              | 2,491                   | 2,491 |
| Chemicals  | 59   | 690  | 126  | 13.4                                 | 745  | 679               | 674                | 758        | 744    | 744    | 750    | 731    | 731    | 731                 | 731               | 731                | 731                     | 731   |
| Clothing and furnishings                                       | 171  | 521  | 268  | 33.6                                 | 727  | 725               | 705                | 655        | 655    | 655    | 655    | 651    | 720    | 731                 | 730               | 744                | 742                     | 742   |
| Coal   | 5  | 27   | 2  | 7.7                                  | 21   | 20                | 20                 | 20         | 20     | 20     | 20     | 20     | 20     | 20                  | 20                | 20                 | 20                      | 20    |
| Drugs and drug sundries  | 50   | 756  | 323  | 29.9                                 | 1,061  | 1,000             | 1,062              | 1,027      | 1,025  | 1,050  | 1,054  | 1,059  | 1,056  | 1,078               | 1,066             | 1,073              | 1,027                   | 1,027 |
| Dry goods  | 134  | 514  | 154  | 23.0                                 | 628  | 577               | 571                | 561        | 578    | 578    | 578    | 578    | 578    | 578                 | 578               | 578                | 578                     | 578   |
| Electrical goods   | 84   | 1,397  | 247  | 15.0                                 | 1,541  | 1,524             | 1,555              | 1,540      | 1,547  | 1,544  | 1,541  | 1,529  | 1,529  | 1,529               | 1,529             | 1,529              | 1,529                   | 1,529 |
| Farm products—raw materials                                    | 34   | 147  | 29   | 14.2                                 | 187  | 187               | 187                | 187        | 187    | 187    | 187    | 187    | 187    | 187                 | 187               | 187                | 187                     | 187   |
| Farm products—consumer goods                                   | 419  | 3,620  | 486  | 12.0                                 | 3,615  | 3,479             | 3,475              | 3,465      | 3,464  | 3,464  | 3,473  | 3,609  | 3,742  | 3,773               | 3,862             | 3,761              | 3,862                   | 3,862 |
| Farm supplies  | 13   | 261  | 57   | 13.0                                 | 318  | 340               | 372                | 437        | 400    | 428    | 437    | 503    | 467    | 536                 | 536               | 536                | 536                     | 536   |
| Furniture and house furnishings                                | 156  | 475  | 111  | 18.9                                 | 517  | 446               | 447                | 460        | 478    | 497    | 509    | 522    | 562    | 562                 | 567               | 563                | 581                     | 571   |
| General merchandise  | 5  | 13   | 1  | 6.7                                  | 69   | 61                | 61                 | 67         | 67     | 67     | 73     | 12     | 12     | 12                  | 12                | 12                 | 12                      | 12    |
| Groceries and foods  | 343  | 4,034  | 1,213  | 22.9                                 | 4,700  | 4,527             | 4,376              | 4,494      | 4,311  | 4,539  | 4,394  | 4,721  | 4,927  | 4,927               | 4,927             | 5,018              | 5,000                   | 5,000 |
| Hardware   | 41   | 749  | 97   | 11.5                                 | 827  | 828               | 828                | 828        | 828    | 828    | 828    | 828    | 828    | 828                 | 828               | 828                | 828                     | 828   |
| Jewelry and optical goods                                      | 73   | 300  | 84   | 21.8                                 | 379  | 359               | 370                | 367        | 369    | 368    | 367    | 382    | 397    | 397                 | 397               | 397                | 397                     | 397   |
| Lumber and building materials                                  | 36   | 1,484  | 129  | 6.1                                  | 1,970  | 1,644             | 1,854              | 1,803      | 1,629  | 1,840  | 1,844  | 2,027  | 2,088  | 2,046               | 2,040             | 2,024              | 1,982                   | 1,982 |
| Machinery, equipment and supplies<br>(other than metal)        | 223  | 2,543  | 525  | 17.1                                 | 2,862  | 2,687             | 2,648              | 2,659      | 2,714  | 2,735  | 2,766  | 2,897  | 2,982  | 3,035               | 3,061             | 3,097              | 3,069                   | 3,069 |
| Metal (except scrap)   | 45   | 501  | 72   | 12.6                                 | 544  | 524               | 518                | 528        | 528    | 528    | 528    | 528    | 528    | 528                 | 528               | 528                | 528                     | 528   |
| Paper and its products   | 41   | 790  | 174  | 10.1                                 | 924  | 825               | 825                | 825        | 825    | 825    | 825    | 825    | 825    | 825                 | 825               | 825                | 825                     | 825   |
| Petroleum and its products                                     | 27   | 1,861  | 193  | 9.4                                  | 1,924  | 1,819             | 1,841              | 1,784      | 1,835  | 1,869  | 1,850  | 1,923  | 1,921  | 1,922               | 2,140             | 2,115              | 2,109                   | 2,109 |
| Pumbing and heating equipment and<br>supplies                  | 28   | 603  | 61   | 13.1                                 | 1,007  | 97                | 97                 | 97         | 97     | 97     | 97     | 97     | 97     | 97                  | 97                | 97                 | 97                      | 97    |
| Tobacco and its products<br>(except leaf)                      | 16   | 214  | 35   | 14.1                                 | 242  | 236               | 232                | 230        | 230    | 230    | 238    | 238    | 246    | 250                 | 250               | 250                | 250                     | 250   |
| Wool and woolen goods  | 21   | 346  | 45   | 11.6                                 | 377  | 283               | 277                | 277        | 277    | 277    | 277    | 277    | 277    | 277                 | 277               | 277                | 277                     | 277   |
| All other products   | 323  | 1,020  | 238  | 18.6                                 | 1,130  | 942               | 940                | 926        | 1,020  | 1,050  | 1,112  | 1,112  | 1,112  | 1,131               | 1,131             | 1,131              | 1,131                   | 1,131 |

WHOLESALE DISTRIBUTION: 1933

Table 6.—STATE OF CALIFORNIA MONTHLY EMPLOYMENT, BY KIND OF BUSINESS  
For States and Cities of 500,000 Population and Over

| STATE AND CITY<br>KIND OF BUSINESS                         | Pre-<br>pri-<br>e-<br>tors<br>firm<br>mem-<br>bers | NUMBER AND PROPORTION<br>OF MEN AND WOMEN<br>EMPLOYED |                           |                             | Employ-<br>ment<br>ratio to<br>average<br>ratio to<br>average | NUMBER OF EMPLOYEES—By MONTHS |               |        |        |        |        |        |        |                     |        |        |        | Oc-<br>to-<br>ber | No-<br>vem-<br>ber | De-<br>cem-<br>ber |
|--|--|---|---------------------------|-----------------------------|---|-------------------------------|---------------|--------|--------|--------|--------|--------|--------|---------------------|--------|--------|--------|-------------------|--------------------|--------------------|
|  |  | Men   |                           | Women                       |   | Jan-<br>uary                  | Feb-<br>ruary | March  | April  | May    | June   | July   | August | Sep-<br>tem-<br>ber |        |        |        |                   |                    |                    |
|  |  | Esti-<br>mated<br>average                             | Esti-<br>mated<br>average | Per-<br>cent<br>of<br>total |   |                               |               |        |        |        |        |        |        |                     |        |        |        |                   |                    |                    |
| <b>Total for<br/>San Francisco</b>                         | 1,684  | 21,377  | 5,901                     | 21.6                        | 25,985  | 24,146                        | 24,040        | 24,137 | 24,459 | 24,915 | 25,295 | 25,083 | 25,921 | 26,901              | 26,922 | 27,080 | 27,107 | 27,252            |                    |                    |
| Amusement and sporting goods.....                          | 68   | 385   | 200                       | 54.2                        | 525   | 517                           | 504           | 508    | 516    | 517    | 525    | 515    | 521    | 542                 | 551    | 561    | 551    | 554               |                    |                    |
| Automotive products.....                                   | 76   | 1,061   | 1,61                      | 15.2                        | 1,198   | 1,079                         | 1,082         | 1,084  | 1,084  | 1,084  | 1,084  | 1,127  | 1,121  | 1,129               | 1,150  | 1,154  | 1,154  | 1,155             |                    |                    |
| Chemicals.....   | 39   | 603   | 209                       | 28.8                        | 765   | 737                           | 734           | 739    | 736    | 766    | 759    | 769    | 761    | 805                 | 817    | 799    | 817    | 799               |                    |                    |
| Clothing and furnishings.....                              | 135  | 696   | 311                       | 30.8                        | 827   | 804                           | 806           | 816    | 816    | 816    | 816    | 816    | 816    | 816                 | 816    | 816    | 816    | 816               |                    |                    |
| Coal.....  | 6  | 65  | 4                         | 6.2                         | 67  | 64                            | 66            | 74     | 78     | 76     | 76     | 76     | 76     | 76                  | 76     | 76     | 76     | 76                |                    |                    |
| Drugs and drug sundries.....                               | 75   | 663   | 231                       | 25.8                        | 822   | 798                           | 811           | 794    | 782    | 807    | 804    | 826    | 833    | 843                 | 833    | 833    | 833    | 833               |                    |                    |
| Dry goods.....   | 91   | 588   | 279                       | 31.8                        | 622   | 611                           | 611           | 611    | 611    | 611    | 611    | 611    | 611    | 611                 | 611    | 611    | 611    | 611               |                    |                    |
| Electrical goods.....                                      | 60   | 801   | 279                       | 25.6                        | 1,042   | 1,037                         | 1,047         | 1,046  | 1,005  | 1,007  | 1,016  | 1,036  | 1,063  | 1,050               | 1,041  | 1,054  | 1,054  | 1,054             |                    |                    |
| Farm products—raw materials.....                           | 58   | 216   | 80                        | 26.3                        | 237   | 239                           | 239           | 239    | 239    | 239    | 239    | 239    | 239    | 239                 | 239    | 239    | 239    | 239               |                    |                    |
| Farm products—consumer goods.....                          | 170  | 1,812   | 425                       | 19.0                        | 2,026   | 1,968                         | 1,959         | 1,977  | 1,953  | 1,931  | 2,016  | 2,056  | 2,060  | 2,119               | 2,159  | 2,158  | 2,158  | 2,158             |                    |                    |
| Farm supplies.....   | 12   | 205   | 126                       | 38.1                        | 221   | 209                           | 188           | 169    | 204    | 217    | 239    | 187    | 213    | 208                 | 183    | 225    | 270    | 270               |                    |                    |
| Furniture and house furnishings.....                       | 86   | 732   | 164                       | 18.1                        | 837   | 839                           | 818           | 782    | 800    | 771    | 797    | 800    | 800    | 800                 | 800    | 800    | 800    | 800               |                    |                    |
| General merchandise.....                                   | 6  | 295   | 108                       | 26.1                        | 311   | 311                           | 311           | 311    | 311    | 311    | 311    | 311    | 311    | 311                 | 311    | 311    | 311    | 311               |                    |                    |
| Groceries and foods (except farm products).....            | 350  | 4,383   | 1,263                     | 28.8                        | 5,077   | 5,184                         | 5,114         | 5,152  | 5,231  | 5,282  | 5,297  | 5,424  | 5,298  | 5,710               | 5,718  | 5,643  | 5,643  | 5,643             |                    |                    |
| Hardware.....  | 37   | 750   | 194                       | 20.7                        | 917   | 897                           | 895           | 918    | 854    | 867    | 896    | 903    | 911    | 907                 | 907    | 907    | 907    | 907               |                    |                    |
| Jewelry and optical goods.....                             | 65   | 65  | 127                       | 21.8                        | 558   | 553                           | 559           | 548    | 552    | 552    | 552    | 552    | 552    | 552                 | 552    | 552    | 552    | 552               |                    |                    |
| Lumber and building materials (other than metal).....      | 53   | 750   | 134                       | 15.4                        | 1,233   | 1,184                         | 1,140         | 1,153  | 1,154  | 1,154  | 1,154  | 1,154  | 1,154  | 1,154               | 1,154  | 1,154  | 1,154  | 1,154             |                    |                    |
| Machinery, equipment and supplies (except electrical)..... | 176  | 2,397   | 585                       | 19.4                        | 2,446   | 2,328                         | 2,442         | 2,442  | 2,442  | 2,442  | 2,442  | 2,442  | 2,442  | 2,442               | 2,442  | 2,442  | 2,442  | 2,442             |                    |                    |
| Metals (except scrap).....                                 | 37   | 592   | 105                       | 15.0                        | 633   | 589                           | 589           | 569    | 601    | 599    | 632    | 644    | 677    | 684                 | 678    | 678    | 678    | 678               |                    |                    |
| Paper and its products.....                                | 26   | 791   | 135                       | 14.5                        | 944   | 931                           | 927           | 925    | 925    | 925    | 925    | 925    | 925    | 925                 | 925    | 925    | 925    | 925               |                    |                    |
| Petroleum and its products.....                            | 7  | 724   | 108                       | 15.0                        | 799   | 799                           | 799           | 799    | 799    | 799    | 799    | 799    | 799    | 799                 | 799    | 799    | 799    | 799               |                    |                    |
| Plumbing and heating equipment and supplies.....           | 31   | 621   | 86                        | 12.2                        | 676   | 676                           | 646           | 639    | 632    | 646    | 636    | 663    | 669    | 712                 | 728    | 729    | 729    | 729               |                    |                    |
| Textile and apparel products (except leather).....         | 10   | 303   | 55                        | 15.4                        | 340   | 333                           | 333           | 329    | 329    | 329    | 329    | 329    | 329    | 329                 | 329    | 329    | 329    | 329               |                    |                    |
| Waste materials.....                                       | 30   | 132   | 37                        | 21.7                        | 169   | 169                           | 169           | 169    | 169    | 169    | 169    | 169    | 169    | 169                 | 169    | 169    | 169    | 169               |                    |                    |
| All other products.....                                    | 166  | 1,422   | 459                       | 25.4                        | 1,323   | 1,331                         | 1,335         | 1,322  | 1,322  | 1,322  | 1,322  | 1,322  | 1,322  | 1,322               | 1,322  | 1,322  | 1,322  | 1,322             |                    |                    |







**U. S. DEPARTMENT OF COMMERCE**

Daniel C. Roper, Secretary

**BUREAU OF THE CENSUS**

William L. Austin, Director

**CENSUS OF AMERICAN BUSINESS : 1933**

**A CIVIL WORKS ADMINISTRATION PROJECT**

# **WHOLESALE DISTRIBUTION**

**NEW AND OLD WHOLESALE ESTABLISHMENTS**

**AN ANALYTICAL STUDY OF CHANGES  
IN ESTABLISHMENTS OPERATING IN  
THE WHOLESALE FIELD, 1929-1933**



**MAY, 1935**



U. S. DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

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BUREAU OF THE CENSUS

William L. Austin, Director

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This is one of a series of special reports presenting the findings of the 1933 Wholesale Census. The statistics were collected in 1934 by a field canvass of wholesale establishments in every State, city, and county in the United States, with funds provided by the Federal Civil Works Administration. They cover the operations of these establishments during the year 1933.

This report was prepared under the supervision of Fred A. Gosnell, Chief Statistician for the Census of American Business, by Theodore N. Beckman, in Charge of Wholesale Distribution. Considerable assistance in the preparation of the report was rendered by John Albright, Administrative Assistant of the Wholesale Division.



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## INTRODUCTION

This special report of the Wholesale Census, which is a part of the Census of American Business, presents an analysis of disappearances and accessions of wholesale establishments during the four-year period of 1930 to 1933, inclusive. It is a study of wholesale places of business which have been eliminated from the wholesale marketing structure and those which were added to it during the period under consideration. Special emphasis has been given to the new establishments which started operations subsequent to 1929, indicating their major characteristics as compared with those of the older establishments.

WHAT IS A WHOLESALE ESTABLISHMENT?—For census purposes a wholesale establishment is a place of business, the primary function of which is to sell or distribute goods on a wholesale basis. It may be in the form of a store which does not generally sell to the public, a distributing warehouse, a brokerage or sales office, or part of an office as when the office is shared with other similar organizations. Sales at wholesale may be made to retailers, to institutions, to industrial consumers, or to other wholesale organizations. No merchandising establishment has been classified as "wholesale" unless fifty percent or more of its sales were made in a wholesale manner or on a wholesale basis; nor does the wholesale census include the sales made by manufacturers directly from their plants, without the use of a separate sales branch.

The Wholesale Census was taken on the basis of establishments rather than companies or firms in order to facilitate the canvass and to make it possible to present data by geographic areas. A separate report was required for each establishment regardless of whether or not it was owned or operated as part of a larger business organization. Wholesale peddlers and others who sell goods at wholesale but who maintain no regularly established places of business were not included in this census.

BASIS FOR THIS ANALYSIS.—Among the questions provided on the schedule which was used in collecting the data for the Wholesale Census was the inquiry: "Was this establishment in operation in 1929? (Yes or No)....." The schedule also required that the official of the company signing the report certify to the accuracy of the information and indicate whether the report covered the entire year 1933 or a specified part thereof during which the establishment was in operation.

Only those establishments are included in the main body of analysis in this study which reported that they were not in operation in 1929. If the person furnishing the information indicated that the establishment was not in operation in 1929 and the certificate part of the schedule showed that the information covered the full year of 1933, the establishment was classified as one which started operations subsequent to 1929 but prior to 1933. Establishments which started operations some time during the year 1933 were classified on the basis of the information contained in the certificate. If it was indicated in the certificate that the establishment was in existence only part of the year, the information was

checked with the monthly employment data shown under Inquiry 4 (c) to make sure that the two items coincided. All wholesale establishments which started operations subsequent to 1929, including those which began business during 1933, are hereinafter referred to as new establishments or new concerns. It should be noted, however, that this report includes only those establishments which were operating at the close of 1933. No data are available for concerns which came into existence subsequent to 1929 but which ceased operations prior to January 1, 1934.

NEW ESTABLISHMENT DEFINED.—As a basis for determining the scope of this analysis it became necessary to ascertain the exact meaning attributed to the question: "Was this establishment in operation in 1929?" Several tests were applied. One consisted in checking the reply to the above question against the information contained in the certificate part of the schedule. Obviously, if the report covered but part of the year 1933, the establishment, barring exceptional circumstances, could not have been in operation in 1929. In the second place, a number of schedules submitted by firms reporting not to have been in existence in 1929 were checked against schedules submitted for the 1929 census, to make sure that no reports for such establishments were previously obtained.

Finally, a test was made for the city of Columbus, Ohio, selected for reasons of convenience and because of a more intimate knowledge on the part of the author of this report concerning the wholesale business of the city. Of the 82 wholesale establishments which reported in the negative to the question: "Was this establishment in operation in 1929?", it was found that 70 were not in existence in the city of Columbus in 1929. Of the remaining 12 establishments, 10 had changes in name connected with the incorporation of partnerships or single proprietorships or with the reorganization of corporations. Of these 10 establishments, 3 also changed location within the city and 1 changed even the line of merchandise handled. Only 2 of the 82 establishments involved merely a change in location within the city and were, therefore, erroneously reported as new. Thus, in Columbus, Ohio, 85 percent of all wholesale establishments reporting not to have been in operation in 1929 did not operate in the city as wholesale places of business during that year. Consequently, they were entirely new additions to the wholesaling structure of the community. The remaining 15 percent of the establishments existed in one form or another in 1929. If, however, a change in name, which is usually accompanied by a change in ownership, be regarded as a criterion of a new enterprise, then practically all of the establishments which reported to be new may rightfully be regarded as such.

In consequence of the above tests and on the basis of the general reliability of the schedules, it would appear that the term "new establishments" as used in this analysis covers largely places of business which started operations subsequent to 1929 in the communities in which they were located in 1933. To a much smaller degree, varying with the geographic area, the "new establishments" include also those which reorganized during the depression but remained in the same community.

PLAN OF PRESENTATION.—In order that the data presented in this study may be properly analyzed and correlated, statistics showing the disappearance of establishments over the four-year period from the end of 1929 to the end of 1933 are given first. The new establishments are then analyzed by date on which they started operations, by kind of business, and by type of organization.



The classification of a wholesale establishment by kind of business is governed by the principal line or lines of merchandise in which it deals. New wholesale establishments were distributed among the 25 major kind-of-business groups into which all wholesale places of business have been divided. In addition, separate data are shown for establishments specializing in the distribution of beer, and wines and spiritous liquors, respectively. These latter two kinds of business are new and grew most rapidly during 1933; hence they seem to justify separate treatment.

An analysis of wholesale establishments by type of organization involves classification into five major groups, according to the type of operation or the nature of the functions performed. These five type groups consist of wholesalers proper, manufacturers' sales branches, agents and brokers, assemblers and country buyers, and "all other types". The first of the five functional type groups for which data are shown consists of more or less regular wholesalers in domestic and foreign trade, who take title to the goods they buy and sell and are largely independent in ownership. Manufacturers' sales branches include wholesale outlets owned by manufacturers largely for the disposal of their own goods. In the classification designated as agents and brokers are included wholesale functionaries who do not take title to the goods involved, such as auction companies, brokers, commission merchants, export and import agents, manufacturers' agents, and selling agents. In the fourth functional type are assemblers and country buyers of farm products, most of them operating at local producing points or in the cities of producing regions. These comprise, among others, cooperative marketing associations, elevators, milk and cream stations, and packers and shippers. The fifth division which covers all other types of wholesale establishments consists, for the most part, of bulk tank stations and a few chain store warehouses.

LIMITATIONS OF THE MATERIAL.—This study is based entirely upon the material gathered in two censuses, the Census of Distribution covering the year 1929 and the Census of American Business for the year 1933. Obviously, the accuracy of the results is dependent, first, upon the thoroughness and completeness of the two canvasses and, second, upon their comparability.

Every effort has been made to have the classification between wholesale and retail and the classifications by kind of business and by type of establishment identical for both years. Nevertheless, due to lack of commodity information for 1933, the classifications by kind of business may not have been as accurate as for 1929; thus causing somewhat of a shift in classifications. Furthermore, some additional minor classifications were created for 1933 to cover wholesale establishments dealing in beer, wine, and spiritous liquors. A certain latitude must also be allowed for variations as between kind-of-business classifications which may have been caused by lack of uniformity in terminology throughout the country.

It is likewise possible that the two censuses are not exactly alike from the standpoint of coverage and thoroughness of canvass. In some sections of the country the canvass might have been more complete during one of those censuses than in others. There may have also been some difference of opinion among the respondents as to what constitutes a new wholesale establishment. Despite these limitations, it is believed that the data are probably as complete, comparable, and reliable as any data secured on such a large scale can be. Furthermore, attendant deficiencies tend to be minimized when data are presented for the United States as a whole or for any major kind-of-business or type-of-organization group.

## DISAPPEARANCE OF WHOLESALE ESTABLISHMENTS SINCE 1929

Reliable statistics on wholesale distribution are at a premium. Paucity of such data has long been lamented by students of marketing. While this gap has been partially filled by the First Census of Distribution and, since, by the Census of American Business, there are still many dark spots on which statistical light is most welcome. It is believed that one of those dark spots lies in the field of mortality or disappearance of wholesale enterprises and the appearance of others to take their places in the wholesaling structure. Practically nothing is now known concerning the rate at which wholesale establishments go out of business and others enter the field; nor is it known how different types of wholesaling react to economic conditions in this respect or how the various kinds of business are affected by such phenomena. It is hoped that the material presented in this study will contribute in some measure to an understanding of this problem.

The classification of wholesale establishments in operation in 1933 into new and old makes it possible to determine how many wholesale places of business in existence at the end of 1929 were out of business early in 1934. Census statistics, however, afford no clue to wholesale establishments which came into being and went out of business during the four-year period of 1930-1933, inclusive. The information summarized in this report presents, therefore, an incomplete record of disappearances among wholesale establishments. It is considered of value, nevertheless, particularly for purposes of comparison as between different types of organizations and as between different kinds of business.

When the number of new establishments reporting for 1933 is deducted from the total number in business at the close of 1933, the remainder will be found to represent the number of establishments which survived since 1929. The difference between the number which reported for 1929 and those which survived to the close of 1933 stands for the minimum number of establishments which went out of business during the four-year period. By this method it is computed that 43,399 wholesale establishments that were in existence in 1929 apparently went out of business during the four-year period. In addition, a number of wholesale establishments must have come and gone during the period under consideration, which cannot be accounted for by the Census for reasons indicated in the paragraph immediately preceding.

The grand total of new wholesale establishments or of establishments which have gone out of business between the end of 1929 and the end of 1933 represents a true measure of addition to or elimination from the wholesale structure of the country. But in classifying wholesale establishments as new or old, no account was taken of change in their methods of operation or in the composition of merchandise they handled. Therefore, in the analysis of old and new establishments by type-of-operation or by kind-of-business groups the concept of old and new establishments is subject to some modification, which may have a significant bearing on the nature of the figures purporting to measure loss in establishments since 1929.

In any type-of-operation or kind-of-business group old establishments comprise those which were in operation in 1929, whether classified at that time in this group or in any other group; conversely, they exclude those establishments which were classified in 1929 in this group but were classified differently in 1933 because of a change in their method of operation or kind of merchandise handled. On the other hand, new establishments include

only those which came into existence after 1929, but exclude those which were established before the close of 1929, even though they were classified in another group in that year. For any type-of-operation or kind-of-business group, therefore, figures on loss of establishments measure the disappearance of establishments from the group, either because they ceased operations or changed the character of their business, as modified by the shifting of old establishments from some other classification to the group under discussion.

Another factor, the importance of which is more apparent in reference to group totals than to the grand total, is the lack of precise comparability between the 1933 and the 1929 censuses mentioned above. If the thoroughness of coverage in some sections of the country or for some branches of wholesaling differed in 1933 from what it was in 1929, it is apt to influence group totals more than it affects the grand total. The same holds for differences in methods of reporting by chain organizations between 1933 and 1929, which have occurred in a few instances.

The importance of these considerations is somewhat greater for kind-of-business groups, as compared with type-of-operation groups, since kinds of business comprise 25 classifications as against but 5 classifications on the basis of type of operation. However, even in the case of kind-of-business groups, the groups are so large and the shifting of business from one group to another is so infrequent because each group is so distinctive, that the importance of the factors discussed above is probably more theoretical than real.

LOSS IN WHOLESALE ESTABLISHMENTS, BY TYPE OF ORGANIZATION.---For presentation of data in Table 1, the loss in the number of establishments between 1929 and 1934 has been calculated for each of the five functional types of organizations, as well as by 25 kind-of-business classifications. Of the 43,399 wholesale establishments which have apparently disappeared from the business map during the four-year period under consideration, 20,015 or 46 percent were accounted for by wholesalers proper, followed by assemblers and country buyers with a loss of 14,791 establishments, and agents and brokers with a loss of 8,519. Manufacturers' sales branches showed the smallest loss in actual numbers (2,283).

Losses in absolute numbers must not be confused with relative losses. For example, agents and brokers were third in importance from the standpoint of losses in the actual number of establishments. However, their losses were of first magnitude as compared with the total of such organizations existing in 1929. On the other hand, wholesalers proper, while leading in the number of establishments going out of business, occupied third position as far as relative losses were concerned and, in fact, their rate of disappearance was slightly less than the average for all wholesale establishments combined.

In 1929 the Census of Distribution secured reports for 79,784 establishments operated by wholesalers proper. Of this number, 20,015 were not in existence when the census for 1933 was taken. This represents a minimum loss in establishments, based on 1929 figures, of 25.1 percent, as compared with a 25.6 percent minimum loss for all wholesale establishments combined. Inasmuch as a period of four years is involved, the average minimum loss in establishments operated by wholesalers proper was 6.3 percent per annum, which would give, beginning January 1, 1934, an average maximum expectancy of life per such establishment of a little over 15½ years. Inasmuch, however, as the conditions prevailing during the four-year

Table 1.--DISAPPEARANCE OF WHOLESALE ESTABLISHMENTS: 1929-1933

| Type of operation<br>or<br>Kind of business  | Number of establishments |                |               | Loss in establishments |                    |
|--|--------------------------|----------------|---------------|------------------------|--------------------|
|  | 1929                     | 1933           |               | Number<br>1/           | Percent<br>of 1929 |
|  |                          | Old            | New           |                        |                    |
| <b>TOTAL</b>                                 | <b>169,654</b>           | <b>126,255</b> | <b>37,846</b> | <b>43,399</b>          | <b>25.6</b>        |
| Wholesalers proper                           | 79,784                   | 59,769         | 23,075        | 20,015                 | 25.1               |
| Manufacturers' sales branches                | 17,086                   | 14,803         | 2,039         | 2,283                  | 13.4               |
| Agents and brokers                           | 18,388                   | 9,869          | 3,947         | 8,519                  | 46.3               |
| Assemblers and country buyers                | 34,226                   | 19,435         | 4,526         | 14,791                 | 43.2               |
| All other types                              | 20,170                   | 22,379         | 4,259         | 2/                     | .....              |
| Amusement and sporting goods                 | 1,446                    | 1,130          | 418           | 316                    | 21.9               |
| Automotive products                          | 4,600                    | 4,353          | 1,950         | 247                    | 5.4                |
| Chemicals                                    | 2,233                    | 1,921          | 549           | 312                    | 14.0               |
| Clothing and furnishings                     | 5,216                    | 2,855          | 1,519         | 2,361                  | 45.3               |
| Coal   | 1,343                    | 1,133          | 238           | 210                    | 15.6               |
| Drugs and drug sundries                      | 1,790                    | 1,045          | 513           | 745                    | 41.6               |
| Dry goods                                    | 5,302                    | 3,498          | 1,298         | 1,804                  | 34.0               |
| Electrical goods                             | 3,870                    | 2,340          | 892           | 1,530                  | 39.5               |
| Farm products - raw materials                | 29,793                   | 14,525         | 2,283         | 15,268                 | 51.2               |
| Farm products - consumer goods               | 20,896                   | 17,129         | 6,526         | 3,767                  | 18.0               |
| Farm supplies                                | 1,973                    | 1,939          | 509           | 34                     | 1.7                |
| Furniture and house furnishings              | 2,977                    | 1,970          | 814           | 1,007                  | 33.8               |
| General merchandise                          | 370                      | 161            | 32            | 209                    | 56.5               |
| Groceries and foods                          | 22,006                   | 18,656         | 5,177         | 3,350                  | 15.2               |
| Hardware                                     | 1,789                    | 1,278          | 217           | 511                    | 28.6               |
| Jewelry and optical goods                    | 2,365                    | 1,658          | 413           | 707                    | 29.9               |
| Lumber and building materials                | 5,513                    | 3,102          | 611           | 2,411                  | 43.7               |
| Machinery, equipment & supplies              | 11,855                   | 9,164          | 2,284         | 2,691                  | 22.7               |
| Metals (except scrap)                        | 2,277                    | 1,670          | 307           | 607                    | 26.7               |
| Paper and its products                       | 3,103                    | 2,289          | 560           | 814                    | 26.2               |
| Petroleum and its products                   | 23,007                   | 23,472         | 4,949         | 2/                     | .....              |
| Plumbing & heating equipment<br>and supplies | 2,786                    | 1,749          | 499           | 1,037                  | 37.2               |
| Tobacco and its products<br>(except leaf)    | 2,016                    | 1,593          | 393           | 423                    | 21.0               |
| Waste materials                              | 4,000                    | 2,547          | 863           | 1,453                  | 36.3               |
| All other products                           | 7,128                    | 5,078          | 4,032         | 2,050                  | 28.8               |

1/ The data in this column were obtained by subtracting the figures for old establishments from those in business in 1929.

2/ The number of establishments in 1933 for these classifications exceeds the number in 1929 due in part to differences in methods of reporting and classifying a few large chains dealing in petroleum and its products.

period, 1930-1933 inclusive, were not normal and there is no way of accurately determining the number of establishments operated by wholesalers proper which have come and gone during that period, nor the number of shifts as between classifications, this method of calculating the average life expectancy is somewhat hazardous. Nevertheless, it is of significance in comparing the results with those for other types of wholesale organizations for which similar data covering the same period are available.

As might be expected, agents and brokers, as well as assemblers and country buyers, both of which represent establishments which do not normally carry stocks and have no heavy fixed investments, were the most ephemeral. Of the 18,388 agents and brokers in existence in 1929, 8,519 or 46.3 percent disappeared from the picture by the end of 1933. This represents a minimum loss of 11.6 percent per annum and a maximum average life expectancy per such establishment of 8.6 years. Out of the 34,226 assemblers and country buyers operating in 1929, 14,791 had dropped out of business, or so changed their method of operation that they now appear under other classifications. Thus, the minimum loss for the four-year period among assemblers and country buyers was 43.2 percent or 10.8 percent per annum, with a maximum average life expectancy of 9.3 years. In the case of manufacturers' sales branches, only 2,283 disappeared out of 17,086 establishments in existence in 1929, the minimum mortality for the four-year period being 13.4 percent or 3.4 percent per annum, giving them a maximum average life expectancy of approximately 30 years.

To ascertain, at least in part, the accuracy of the method used in calculating the life expectancy of wholesale establishments, the following table was prepared. Data used in this table were originally compiled for special studies made by the Bureau of the Census in connection with its first Census of Distribution. It shows, for each of four lines of trade operated by wholesale merchants, or full-function wholesalers, the year or period in which the establishments in existence at the end of 1929 began operations.

From Table 2 it appears that 701 of the 12,576 establishments operated by wholesale merchants were not more than 1 year old in 1929, 778 or 6.2 percent of the total were 2 years old, 640 or 5.1 percent were 3 years old, 573 or 4.5 percent were 4 years old, and so on. Taking the mid-point of range in each of the periods prior to 1925 as the average age of the establishments in the respective periods and disregarding the establishments whose life was 80 years or over but indeterminate as well as those for which this information was not reported, it would appear that the average age of the establishments operated by wholesale merchants in the lines of trade indicated in the table was approximately 17 years.

This would seem to corroborate the conclusion reached concerning the life expectancy of wholesalers proper as computed in a preceding paragraph. When it is considered that wholesale merchants are probably a little more stable than some of the other types included under "wholesalers proper" and that the life expectancy computation of wholesalers proper is based on mortality data covering a period of unusually depressed conditions, the coincidence of the two sets of figures is indeed remarkable.

Table 2.—DATE OF ESTABLISHMENT OF WHOLESALE MERCHANTS IN EXISTENCE  
IN 1929, BY SPECIFIED KINDS OF BUSINESS

| Year<br>business<br>established | Dry<br>Goods<br>Trade 1/ | Electrical<br>Trade | Grocery<br>Trade | Paint &<br>Varnish<br>Trade | Total,<br>four lines<br>of trade | Percent<br>Distri-<br>bution | Age of<br>Establish-<br>ments |
|---------------------------------|--------------------------|---------------------|------------------|-----------------------------|----------------------------------|------------------------------|-------------------------------|
| 1929.....                       | 169                      | 92                  | 409              | 31                          | 701                              | 5.6                          | 1 yr.                         |
| 1928.....                       | 165                      | 103                 | 477              | 33                          | 778                              | 6.2                          | 2 yrs.                        |
| 1927.....                       | 137                      | 99                  | 375              | 29                          | 640                              | 5.1                          | 3 yrs.                        |
| 1926.....                       | 126                      | 85                  | 329              | 33                          | 573                              | 4.5                          | 4 yrs.                        |
| 1925.....                       | 134                      | 75                  | 343              | 26                          | 578                              | 4.6                          | 5 yrs.                        |
| 1920-24.....                    | 620                      | 247                 | 1,667            | 104                         | 2,638                            | 21.0                         | 8.0 yrs. 2/                   |
| 1914-19.....                    | 418                      | 226                 | 1,083            | 72                          | 1,799                            | 14.3                         | 13.5 yrs. 2/                  |
| 1900-13.....                    | 584                      | 280                 | 1,748            | 102                         | 2,714                            | 21.6                         | 23.5 yrs. 2/                  |
| 1875-99.....                    | 315                      | 72                  | 942              | 80                          | 1,409                            | 11.2                         | 43.0 yrs. 2/                  |
| 1850-74.....                    | 83                       | —                   | 356              | 35                          | 474                              | 3.8                          | 67.5 yrs. 2/                  |
| Prior to 1850.....              | 43                       | —                   | 50               | 16                          | 109                              | 0.8                          | 80 or over                    |
| Unknown.....                    | 9                        | 4                   | 146              | 4                           | 163                              | 1.3                          | —                             |
| TOTAL.....                      | 2,803                    | 1,283               | 7,925            | 565                         | 12,576                           | 100.0                        | —                             |

1/ Includes wholesale merchants handling a general line of dry goods and those specializing in piece goods or furnishings.

2/ Mid-point of range.

LOSS IN WHOLESALE ESTABLISHMENTS, BY KIND OF BUSINESS.—An Analysis of the data in Table 1, by kind of business, shows that the greatest loss in establishments which existed at the end of 1929 was in the farm products—raw materials classification. The loss recorded for this kind of business consisted of 15,268 establishments. Other heavy losses were registered, in order of magnitude measured by absolute numbers, by farm products—consumer goods, with 3,767 establishments; groceries and foods, with a loss of 3,350 places of business; machinery, equipment and supplies (except electrical), with a loss of 2,691 establishments; and lumber and building materials, with a loss of 2,411 establishments. Kinds of business showing the smallest disappearance in absolute numbers were farm supplies, general merchandise, coal, and automotive products.

Expressed as a percent of the total number of establishments in existence at the end of 1929, the greatest proportionate loss in the number of establishments since 1929 and prior to 1934 is to be found in the general merchandise classification. Since, however, the total number of establishments in this classification is small and the classification was subject to error, particularly during 1933 when data on sales by commodities were not collected, the mortality figure for that classification is not of any significance. Barring this exception, establishments dealing in farm products of the raw material type appeared to be most vulnerable. At the end of four years, 51.2 percent of all such establishments were out of business, which is another way of stating that less than one-half of these establishments survived the ravages of the depression.

Wholesale firms dealing in clothing and furnishings were almost in as bad a condition, registering a loss of 45.3 percent during the four-year period, followed by establishments dealing in lumber and building materials with a loss of 43.7 percent. On the same basis, the smallest losses were registered by dealers in farm supplies and in the automotive field, where the losses were 1.7 and 5.4 percent, respectively. With few exceptions, losses in the number of establishments, existing in 1929, below the average for all kinds of business are to be found in lines of trade involving what may be termed as necessities of life, such as foods, coal, and tobacco products.

NEW WHOLESALE ESTABLISHMENTS

SUMMARY OF NEW WHOLESALE ESTABLISHMENTS.—At the close of 1933, there were in the United States 164,101 wholesale establishments, which reported a volume of business during the year of \$32,030,504,000. Of these establishments, 37,846 or 23.1 percent of the total, had come into existence since 1929, the year for which the first wholesale census was taken in 1930. These 37,846 new establishments reported a volume of business amounting to \$3,364,988,000, or 10.5 percent of all wholesale sales during 1933. The business was obtained at a cost of 11 percent, and the new establishments furnished 1,348,068 man-months of full-time employment for which \$165,108,000 was paid in salaries and wages.

NEW ESTABLISHMENTS, BY DATE OF OPERATION.—The 37,846 establishments which came into existence since 1929 have been classified according to the period in which they began operations, as shown in the table below. It is significant to note that while 25,831 or 68.3 percent of the new wholesale units were established in the three-year period prior to 1933, the annual average for that period was only 8,610 as against 12,015 new establishments for the year 1933. Expressed in another way, the average number of establishments which began operations was 699 per month during the period from 1930 to March, 1933, inclusive, while for the last 9 months of 1933 the monthly average of new wholesale business units rose to 1,175. Obviously, the figures for the period preceding April, 1933, are somewhat understated, since a number of the new wholesale enterprises which began operations during that time were probably no longer in existence when the 1933 census was taken. Nevertheless, the comparison is significant.

Table 3.—ESTABLISHMENTS WHICH STARTED OPERATIONS  
SUBSEQUENT TO 1929, BY DATE OF OPERATION

| Period in which<br>establishment began<br>operation | New establishments |             | Average 1933 number<br>of full-time employees |               |
|---|--------------------|-------------|---|---------------|
|   | Number             | Percent     | Total   | Per           |
|   |                    | of<br>Total |   | establishment |
| Total for four year<br>period                       | 37,846             | 100.0       | 133,250                                       | 3.5           |
| Subsequent to 1929,                                 |                    |             |   |               |
| but prior to 1933.....                              | 25,831             | 68.3        | 94,075  | 3.6           |
| First quarter, 1933.....                            | 1,435              | 3.8         | 4,351   | 3.0           |
| Second quarter, 1933.....                           | 4,114              | 10.9        | 13,262  | 3.2           |
| July, 1933.....                                     | 1,347              | 3.6         | 4,296   | 3.2           |
| August, 1933.....                                   | 1,046              | 2.8         | 2,766   | 2.6           |
| September, 1933.....                                | 1,300              | 3.4         | 3,476   | 2.7           |
| October, 1933.....                                  | 1,075              | 2.8         | 3,425   | 3.2           |
| November, 1933.....                                 | 922                | 2.4         | 2,639   | 2.9           |
| December, 1933.....                                 | 776                | 2.0         | 4,960   | 6.4           |

If business optimism is measured by willingness to assume the obligations of new business ventures, its high point was reached in the second quarter of 1933 when an average of 1,371 new establishments appeared monthly and it remained high throughout the remainder of the year, each month showing more new units than the average for the three-year period, 1930-1932. During the first quarter of 1933, an average of only 478 new ventures appeared per month, due in a large measure probably to the adverse financial conditions which culminated in the "bank holiday" of March 4th to March 10th.

Measured by the number of persons employed on a full-time basis, the establishments which began operations during 1933 compared very favorably with those which commenced business activity in the preceding three-year period. In spite of the fact that little time was allowed for expansion, establishments starting in the first and second quarters of 1933 employed on a full-time basis 3.0 and 3.2 persons per establishment, respectively, as against 3.6 persons per establishment for those in business prior to 1933. The largest establishments, as shown in Table 3, came into existence during December with an average of 6.4 full-time employees per establishment. About 45 percent of the wholesalers proper starting in December engaged in the distribution of wines and spiritous liquors.

NEW WHOLESALE ESTABLISHMENTS, BY TYPE OF ORGANIZATION.—As already indicated in a previous connection, the 37,846 new wholesale establishments have been divided into five major groups, according to type of functional organization. The number of such establishments by each of these types, compared with the total number of like establishments in operation during 1929, is shown in Table 4, below.

Table 4.—NUMBER OF NEW WHOLESALE ESTABLISHMENTS,  
CLASSIFIED BY TYPE OF ORGANIZATION

| Type of Organization               | New Establishments<br>(Since 1929) |                     | 1933 Total |                     | New Establishments,<br>percent of<br>1933 total |
|------------------------------------|------------------------------------|---------------------|------------|---------------------|---|
|                                    | Number                             | Percent<br>of Total | Number     | Percent<br>of Total |   |
| Total                              | 37,846                             | 100.0               | 164,101    | 100.0               | 23.1  |
| Wholesalers proper.....            | 23,075                             | 61.0                | 82,844     | 50.5                | 27.9  |
| Manufacturers' sales branches..... | 2,039                              | 5.4                 | 16,842     | 10.3                | 12.1  |
| Agents and brokers.....            | 3,947                              | 10.4                | 13,816     | 8.4                 | 28.6  |
| Assemblers and country buyers..... | 4,526                              | 12.0                | 23,961     | 14.6                | 18.9  |
| All other types.....               | 4,259                              | 11.2                | 26,638     | 16.2                | 16.0  |

As many as 23,075 or 61.0 percent of the 37,846 new wholesale establishments were wholesalers proper, as against 2,039 manufacturers' sales branches and 4,259 "all other types" consisting largely of bulk tank stations. Agents and brokers accounted for 10.4 percent of the new establishments and assemblers and country buyers claimed the remaining 12.0 percent. Stated in another way, over 1 in every 4 (27.9%) of the establishments operated by wholesalers proper at the close of 1933 had come into existence since 1929, while only 1 in every 8 (12.1%) of the manufacturers' sales branches had come into being during the same

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period. The corresponding ratios and percentages for the other types were: more than 1 in every 4 (28.6%) for agents and brokers where a fast turnover is to be expected; slightly less than 1 in every 5 (18.9%) for assemblers and country buyers; and 1 in every 6 (16.0%) for "all other types."

At least a partial explanation for the fact that 61.0 percent of all the new establishments were among wholesalers proper, as against but 5.4 percent among manufacturers' sales branches, would appear to lie in the relatively greater stability of the latter type of organization. As shown in Table 5, the minimum mortality in establishments operated by wholesalers proper during the four-year period 1930--1933, inclusive, was 25.1 percent of all such establishments in existence in 1929. For the same period the minimum mortality for manufacturers' sales branches was 13.4 percent, showing a substantially smaller loss in establishments of the latter type as compared with wholesalers proper. Again, of the establishments operated by wholesalers proper during 1933, 27.9 percent have come into being since 1929 and are, therefore, regarded as new for purposes of this study. On the other hand, only 12.1 percent of the manufacturers' sales branches in existence in 1933 were new in the same sense, indicating that relatively fewer manufacturers' sales branches have gone out of business or have entered the field since 1929.

STABILITY OF WHOLESALE ESTABLISHMENTS, BY TYPE OF ORGANIZATION.--An attempt has been made to measure quantitatively the relative stability of the different functional types of wholesale organizations, both during the four-year period under consideration, and on an annual basis. Table 5 shows the rate at which wholesale establishments disappeared during the four years, expressed as a percent of the number of establishments in existence in 1929. It also shows the extent to which new establishments came into being during the same period of time, expressed as a percent of the number of wholesale places of business in existence in 1933. The geometric mean of these two ratios of so-called mortality on the one hand and natality on the other, has been computed for the five wholesale type groups to show the relative stability of the groups or conversely the "turnover" in wholesale establishments.

On the basis of data in Table 5 it may be said that the turnover for all wholesale establishments in the United States during the four-year period was 24.3 percent, or a yearly average of 6.1 percent. Wholesalers proper showed an average yearly turnover of 6.6 percent, while manufacturers' sales branches had a yearly turnover of 3.2 percent. For agents and brokers the yearly turnover was 9.1 percent and for assemblers and country buyers, 7.2 percent. According to these figures, manufacturers' sales branches showed the highest degree of stability since they had the lowest turnover, while agents and brokers were the least stable and showed the highest turnover.

It is relatively easy to explain the rapid turnover or low degree of stability among agents and brokers whose fixed investments are distinctly limited and who carry practically no stocks on hand. It is also relatively easy to explain the rapid turnover and relative instability during the depression among assemblers and country buyers, partly for the same reasons as given for agents and brokers, and partly on account of the unusually depressed condition in agriculture during the four-year period under study, which was accentuated further by Government loans during 1933 on certain farm commodities when stored. The latter policy has reduced the volume of business of assemblers and country buyers to a minimum and has limited opportunities for new enterprises in those fields.

Table 5.--TURNOVER IN WHOLESALE ESTABLISHMENTS,  
BY TYPE OF ORGANIZATION

| Type of<br>Organization             | Mortality<br>1930-1933,<br>expressed<br>as a % of<br>1929 total | New Estab-<br>lishments<br>since 1929,<br>expressed<br>as a % of<br>1933 total | Turnover in<br>wholesale<br><u>establishments</u> |        |
|-------------------------------------|---|--|---|--------|
|                                     |   |  | 1930-1933   | Annual |
| TOTAL .....                         | 25.6  | 23.1   | 24.3  | 6.1    |
| Wholesalers proper .....            | 25.1  | 27.9   | 26.5  | 6.6    |
| Manufacturers' sales branches ..... | 13.4  | 12.1   | 12.7  | 3.2    |
| Agents and brokers .....            | 46.3  | 28.6   | 36.4  | 9.1    |
| Assemblers and country buyers ..... | 43.2  | 18.9   | 28.6  | 7.2    |

However, to explain the relative stability of manufacturers' sales branches as compared with wholesalers proper, is not a simple problem. Whether it was due to the greater financial strength of manufacturers having sales branches as outlets for their goods, or to the kinds of merchandise handled by them, is difficult to say. No doubt, both were significant factors in the struggle for survival. Nevertheless, the data in Table 1 reveal a tendency toward the conventional type of wholesale establishment, independent in ownership. For wholesalers proper the number of new establishments exceeded the number which went out of business by 3,060. At the same time, the data show a net decline in the number of manufacturers' sales branches. While relatively few of such branches went out of business, fewer still have come into the business picture since 1929, 2,283 having been lost to this classification as against 2,039 establishments gained.

NEW WHOLESALE ESTABLISHMENTS, BY KIND OF BUSINESS.--Table 6 shows the number of new wholesale establishments for each of 27 kind-of-business classifications. It indicates the actual number of such establishments, which is then expressed, first, as a percent of the total number of new establishments for all kinds of business combined and, second, as a percentage of all establishments, old and new, operating in that line of business in 1933.

From the data presented in that table it appears that trades involving, for the most part, necessities such as foods, led in the number of new establishments. Farm products-consumer goods, consisting of fresh fruits and vegetables, dairy products, and poultry and poultry products, occupied first position with 6,526 new establishments, or 17.2 percent of all new concerns. Groceries and foods came second, with 5,177 new establishments, or 13.7 percent of all new firms. Petroleum products, which have also come to be generally regarded as necessities, were third in importance with 4,949 new establishments, or 13.1 percent of all new firms. These three kinds of business alone accounted for 44 percent of all wholesale establishments which started operations subsequent to 1929. Wholesale places of business dealing in machinery, equipment and supplies (except electrical) were next in importance, with 2,284 new establishments, or 6.0 percent of all new firms. Other kinds of business, representing 3.0 percent or more of the new establishments, were, in the order of importance, farm products--raw materials, beer, automotive, clothing and furnishings, and dry goods (see Table 6).

When the number of new wholesale establishments is expressed as a percentage of the total in business at the end of 1933 in a given business classification (except for beer, wines and spiritous liquors, most of which establishments being new for legal reasons), clothing and furnishings was first with 34.7 percent; drugs and drug sundries, second with 22.9 percent; and automotive, third with 30.9 percent. Farm products-consumer goods was fifth with 27.6 percent of the establishments at the end of 1933 classified as new, while only 21.7 percent of the groceries and food concerns had come into existence since 1929.

Table 6.—NUMBER OF NEW WHOLESALE ESTABLISHMENTS,  
CLASSIFIED BY KIND OF BUSINESS

| Kind of Business   | New Establish-<br>ments |                     | 1933 Total     |                     | New Estab-<br>lishments,<br>percent of<br>1933 total |
|--|-------------------------|---------------------|----------------|---------------------|--|
|  | (since 1929)            |                     | Number         | Percent<br>of Total |  |
|  | Number                  | Percent<br>of Total |                |                     | Number   |
| <b>TOTAL</b>   | <b>37,846</b>           | <b>100.0</b>        | <b>164,101</b> | <b>100.0</b>        | <b>23.1</b>  |
| Amusement and sporting goods.....                                | 418                     | 1.1                 | 1,548          | 0.9                 | 27.0   |
| Automotive products.....   | 1,950                   | 5.2                 | 6,303          | 3.8                 | 30.9   |
| Chemicals.....   | 549                     | 1.5                 | 2,470          | 1.5                 | 22.2   |
| Clothing and furnishings.....                                    | 1,519                   | 4.0                 | 4,374          | 2.7                 | 34.7   |
| Coal.....  | 238                     | 0.6                 | 1,371          | 0.8                 | 17.4   |
| Drugs and drug sundries.....                                     | 513                     | 1.4                 | 1,558          | 0.9                 | 32.9   |
| Dry goods.....   | 1,298                   | 3.4                 | 4,796          | 2.9                 | 27.1   |
| Electrical goods.....  | 892                     | 2.4                 | 3,232          | 2.0                 | 27.6   |
| Farm products-raw materials.....                                 | 2,283                   | 6.0                 | 16,808         | 10.2                | 13.6   |
| Farm products-consumer goods.....                                | 6,526                   | 17.2                | 23,655         | 14.4                | 27.6   |
| Farm supplies.....   | 609                     | 1.3                 | 2,448          | 1.5                 | 20.8   |
| Furniture and house furnishings.....                             | 814                     | 2.2                 | 2,784          | 1.7                 | 29.2   |
| General merchandise.....   | 32                      | 0.1                 | 193            | 0.1                 | 16.6   |
| Groceries and foods.....   | 5,177                   | 13.7                | 23,833         | 14.5                | 21.7   |
| Hardware.....  | 217                     | 0.6                 | 1,495          | 0.9                 | 14.5   |
| Jewelry and optical goods.....                                   | 413                     | 1.1                 | 2,071          | 1.3                 | 19.9   |
| Lumber and building materials.....                               | 611                     | 1.6                 | 3,713          | 2.3                 | 16.5   |
| Machinery, equipment, and sup-<br>plies (except electrical)..... | 2,284                   | 6.0                 | 11,448         | 7.0                 | 20.0   |
| Metals (except scrap).....                                       | 307                     | 0.8                 | 1,977          | 1.2                 | 15.5   |
| Paper and its products.....                                      | 560                     | 1.6                 | 2,849          | 1.7                 | 19.7   |
| Petroleum and its products.....                                  | 4,949                   | 13.1                | 28,421         | 17.3                | 17.4   |
| Plumbing and heating equipment<br>and supplies.....              | 499                     | 1.3                 | 2,248          | 1.4                 | 22.2   |
| Tobacco and its products (ex-<br>cept leaf).....                 | 393                     | 1.0                 | 1,986          | 1.2                 | 19.8   |
| Waste materials.....   | 863                     | 2.3                 | 3,410          | 2.1                 | 25.3   |
| Beer.....  | 1,986                   | 5.2                 | 4,207          | 2.6                 | 47.2   |
| Wine and spiritous liquors.....                                  | 653                     | 1.7                 | 1,732          | 1.1                 | 37.7   |
| All other products.....  | 1,393                   | 3.7                 | 3,171          | 1.9                 | 43.9   |

STABILITY OF WHOLESALE ESTABLISHMENTS, BY KIND OF BUSINESS.--An attempt has been made to measure the relative stability of wholesale enterprises engaged in the various lines of trade shown in Table 7. The geometric mean of the mortality (or firms disappearing during the four-year period 1930-1933, inclusive), expressed as a percent of the 1929 total, and of the new establishments which have come into existence since 1929, expressed as a percent of the 1933 total, is shown for each of the 24 kinds of business, first, for the four-year period and, second, on an annual basis. The complement of this geometric mean naturally measures the degree of stability. According to Table 7 it would appear that the most stable kinds of business, in the order of their stability, were farm supplies, automotive, coal, chemicals, groceries and foods, hardware, metals (except scrap), and tobacco and its products.

The turnover in wholesale establishments for any given kind of business may be caused by one or more of several circumstances. A high turnover indicating a relatively low degree of stability may be due to both a high mortality and natality rate or to an unusually high rate of either of the two factors. For example, in the case of drugs and drug sundries the low stability was due to both factors. The same was true of electrical goods and of furniture and house furnishings. On the other hand, the relatively low stability in establishments dealing in lumber and building materials was caused principally by a high rate of disappearance of firms from the business picture during the depression and not so much by the number of new establishments which entered the field. Conversely, a low turnover may be caused by low mortality and natality rates, or by an exceedingly low rate in either, as illustrated by farm supplies, in which case the mortality rate was 1.7 for the four-year period, but the new establishments in that line of business constituted 20.8 percent of all in existence in 1933.

In partial explanation of the varying degree of stability as between different kinds of business, the following points may be suggestive. Wherever wholesale establishments are most numerous, greater opportunities for new ventures are afforded, as far as absolute numbers are concerned. Stability in any kind of business is also affected, to no small degree, by the types of wholesale organizations operating therein. For example, in the case of farm products--consumer goods, a large percentage of the change is due to the volatile character of such types as assemblers, country buyers, agents, and brokers.

In the third place, during periods of economic stress the consumption of necessities increases in relative importance, which is the same as saying that it suffers less than the consumption of other goods. Consequently, either fewer failures in proportion to the total may be expected in such lines of business, or a larger proportion of new establishments would enter the field. On the other hand, kinds of business involving mainly heavy goods or industrial goods of the raw material type, would tend to show the least activity in a period of depression as far as accessions are concerned. Thus, only 13.6 percent of all establishments dealing in farm products--raw materials had come into being since 1929, despite the fact that over one-half of all such establishments in existence at the end of 1929 have disappeared prior to 1934. A similar situation may be found in the case of establishments dealing in metals (except scrap), and in lumber and building materials. In all of these cases the number of new establishments, expressed as a percent of the 1933 total, was less than the average of 23.1 percent for all kinds of business.

Table 7.—TURNOVER IN WHOLESALE ESTABLISHMENTS, BY KIND OF BUSINESS

| Kind of Business   | Mortality<br>1930-1933<br>as percent,<br>of 1929<br>total | New estab-<br>lishments<br>since 1929,<br>as percent<br>of 1933<br>total | Turnover in wholesale<br>establishments |        |
|--|---|--|---|--------|
|  |   |  | 1930-1933                               | Annual |
| Total.....   | 25.6  | 23.1   | 24.3                                    | 6.1    |
| Amusement and sporting goods.....                              | 21.9  | 27.0   | 24.3                                    | 6.1    |
| Automotive products.....                                       | 5.4   | 30.9   | 12.9                                    | 3.2    |
| Chemicals.....   | 14.0  | 22.2   | 17.6                                    | 4.4    |
| Clothing and furnishings.....                                  | 45.3  | 34.7   | 39.6                                    | 9.9    |
| Coal.....  | 15.6  | 17.4   | 16.5                                    | 4.1    |
| Drugs and drug sundries.....                                   | 41.6  | 32.9   | 37.0                                    | 9.2    |
| Dry goods.....   | 34.0  | 27.1   | 30.4                                    | 7.6    |
| Electrical goods.....  | 39.5  | 27.6   | 33.0                                    | 8.2    |
| Farm products—raw materials.....                               | 51.2  | 13.6   | 26.4                                    | 6.6    |
| Farm products—consumer goods.....                              | 18.0  | 27.6   | 22.3                                    | 5.6    |
| Farm supplies.....   | 1.7   | 20.8   | 5.9                                     | 1.5    |
| Furniture and house furnishings.....                           | 33.8  | 29.2   | 31.4                                    | 7.8    |
| General merchandise.....                                       | 56.5  | 16.6   | 30.6                                    | 7.6    |
| Groceries and foods.....                                       | 15.2  | 21.7   | 18.2                                    | 4.5    |
| Hardware.....  | 28.6  | 14.5   | 20.4                                    | 5.1    |
| Jewelry and optical goods.....                                 | 29.9  | 19.9   | 24.4                                    | 6.1    |
| Lumber and building materials.....                             | 43.7  | 16.5   | 26.9                                    | 6.7    |
| Machinery, equipment, and supplies<br>(except electrical)..... | 22.7  | 20.0   | 21.3                                    | 5.3    |
| Metals (except scrap).....                                     | 26.7  | 15.5   | 20.3                                    | 5.1    |
| Paper and its products.....                                    | 26.2  | 19.7   | 22.7                                    | 5.7    |
| Plumbing and heating equipment<br>and supplies.....            | 37.2  | 22.2   | 28.7                                    | 7.2    |
| Tobacco and its products (except leaf).....                    | 21.0  | 19.8   | 20.4                                    | 5.1    |
| Waste materials.....   | 36.3  | 25.3   | 30.3                                    | 7.6    |
| All other products.....  | 28.8  | 43.9   | 35.6                                    | 8.9    |

Relative stability in some kinds of business may be explained in still another way. For example, in the case of machinery, equipment, and supplies (except electrical) the net loss in the number of establishments was relatively small because relatively few new installations were bought by industry during the depression; therefore, the demand for parts and supplies necessary to maintain the old machinery and equipment has been thereby enhanced, thus fortifying the position of the wholesale distributor of such goods. A similar reason may account for the increase in the number of wholesale establishments in the automotive trade. Many persons, instead of buying new automobiles during the depression, spent more for maintenance of the old cars, which caused a demand for replacement parts, automobile accessories, and supplies, as well as for additional shop equipment and supplies.

NUMBER OF NEW ESTABLISHMENTS FOR WHOLESALERS PROPER AND FOR MANUFACTURERS' SALES BRANCHES, BY KIND OF BUSINESS AND DATE OF OPERATION.--Up to this point data were presented in the form of totals by date of operation, by type of establishment, or by kind of business. No attempt has been made to present kind of business or date of operation statistics, separately for each type of wholesaling. In order to adhere to simplicity of treatment and at the same time throw light on the important points, Table 8 has been designed. It shows for each of the two principal types of wholesaling, namely for wholesalers proper and for manufacturers' sales branches, the number of new establishments, by kind of business, and by periods in which operations were begun.

Of the 23,075 establishments operated by wholesalers proper at the end of 1933 which began operations subsequent to 1929 and prior to 1934, 14,372 were established before 1933, at the rate of 4,791 per annum for the three-year period. However, during 1933 wholesalers proper started 8,703 establishments which were still in existence when the census was taken in 1934, which is 81.7 percent more new establishments than the average for the preceding three-year period. The pick-up in new establishments among wholesalers proper during 1933 began in the second quarter, when 3,114 places of business were opened as compared with but 957 during the first quarter of the year.

In spite of the fact that beer accounted for 1,033 of the establishments opened in the second quarter, each kind of business for that period showed an improvement over the first quarter. For many of the kinds of business the number of concerns coming into being during the month of July compared favorably with the number established during the entire first three months of the year. Each of the kinds of business showed a tapering off towards the end of the year and were it not for wines and spirituous liquors, the number of new establishments for December, normally a quiet month in wholesale trade, would have been low. Groceries and foods led all trades in the number of new concerns during each of the periods except in the second quarter of 1933. Farm products-consumer goods came second.

Approximately 38 percent of all establishments which were started by wholesalers proper subsequent to 1929 but prior to 1934 began operations in 1933, as compared with an average of 20.8 percent per year for the preceding three-year period. This appears to be indicative of a change in the attitude of wholesalers toward new ventures, despite the fact that the accessions prior to 1933 are probably somewhat underestimated because of new firms disappearing from business during the same period. Neither can such a change be entirely attributed to the legalization of beer, wines, and spirituous liquors, since these kinds of business accounted for but 25.5 percent of all new places of business opened by wholesalers during 1933. Even when the new establishments dealing in beer and wines are completely disregarded, the number of new establishments opened by wholesalers during 1933 exceeded the annual average for the preceding three-year period by a little over 35 percent.

As might be expected, new wholesalers proper dealing in beer started operations mainly during 1933 and the same was true of distributors of wines and spirituous liquors. Of all beer distributors who started operations subsequent to 1929, 89.6 percent commenced business activity during 1933, while 92.4 percent of the new distributors of wines and spirituous liquors began operations during that year. Obviously, not all of the wholesalers  
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TABLE 8.—NUMBER OF ESTABLISHMENTS WHICH STARTED OPERATIONS SUBSEQUENT TO 1929,

BY KIND OF BUSINESS AND DATE, FOR THE UNITED STATES

| Kind of Business                                      | Total  | Prior to January 1, 1933 | First quarter, 1933 | Second quarter, 1933 | July, 1933 | August, 1933 | September, 1933 | October, 1933 | November, 1933 | December, 1933 | Annual average new establishments, 1930-31 - 32 | New establishments, 1933 |
|---|--------|--------------------------|---------------------|----------------------|------------|--------------|-----------------|---------------|----------------|----------------|---|--------------------------|
| <b>A -- WHOLESALESAERS PROPER</b>                     |        |                          |                     |                      |            |              |                 |               |                |                |   |                          |
| WHOLESALESAERS PROPER                                 | 23,075 | 14,372                   | 957                 | 3,114                | 989        | 750          | 945             | 767           | 639            | 552            | 4,791   | 8,703                    |
| Amusement and sporting goods                          | 345    | 204                      | 20                  | 33                   | 16         | 18           | 17              | 21            | 9              | 7              | 68  | 141                      |
| Automotive products                                   | 1,711  | 1,224                    | 88                  | 149                  | 56         | 44           | 47              | 58            | 34             | 15             | 408   | 487                      |
| Chemicals   | 345    | 222                      | 23                  | 33                   | 10         | 12           | 12              | 25            | 5              | 3              | 74  | 123                      |
| Clothing and furnishings                              | 1,086  | 722                      | 65                  | 103                  | 34         | 50           | 52              | 34            | 17             | 9              | 241   | 354                      |
| Coal  | 176    | 107                      | 10                  | 15                   | 7          | 5            | 13              | 13            | 6              | 0              | 36  | 69                       |
| Drugs and drug sundries                               | 354    | 258                      | 22                  | 35                   | 15         | 7            | 13              | 15            | 14             | 5              | 86  | 126                      |
| Dry goods   | 940    | 597                      | 45                  | 81                   | 40         | 27           | 23              | 14            | 21             | 1              | 229   | 253                      |
| Electrical goods                                      | 675    | 467                      | 33                  | 64                   | 14         | 10           | 17              | 8             | 9              | 8              | 156   | 208                      |
| Farm products—raw materials                           | 463    | 348                      | 21                  | 31                   | 19         | 23           | 22              | 19            | 20             | 8              | 116   | 115                      |
| Farm products—consumer goods                          | 2,891  | 2,050                    | 100                 | 243                  | 83         | 69           | 69              | 87            | 96             | 74             | 685   | 841                      |
| Farm supplies   | 341    | 255                      | 24                  | 29                   | 15         | 5            | 8               | 9             | 13             | 3              | 78  | 106                      |
| Furniture and house furnishings                       | 565    | 366                      | 27                  | 69                   | 23         | 16           | 18              | 23            | 20             | 3              | 122   | 193                      |
| General merchandise                                   | 19     | 16                       | 1                   | 1                    | 0          | 1            | 0               | 0             | 0              | 0              | 5   | 3                        |
| Groceries and foods (except farm products)            | 4,408  | 2,803                    | 187                 | 452                  | 173        | 161          | 203             | 180           | 168            | 61             | 934   | 1,605                    |
| Hardware  | 152    | 110                      | 11                  | 14                   | 6          | 2            | 3               | 1             | 3              | 2              | 37  | 42                       |
| Jewelry and optical goods                             | 363    | 257                      | 21                  | 35                   | 9          | 10           | 12              | 14            | 4              | 1              | 86  | 106                      |
| Lumber and building materials (other than metal)      | 433    | 326                      | 21                  | 35                   | 13         | 9            | 18              | 7             | 3              | 1              | 109   | 107                      |
| Machinery, equipment and supplies (except electrical) | 1,346  | 980                      | 55                  | 122                  | 46         | 34           | 36              | 25            | 41             | 7              | 327   | 356                      |
| Metals (except scrap)                                 | 159    | 117                      | 10                  | 18                   | 2          | 1            | 4               | 2             | 3              | 2              | 39  | 42                       |
| Paper and its products                                | 452    | 317                      | 25                  | 30                   | 7          | 12           | 11              | 16            | 10             | 3              | 106   | 115                      |
| Petroleum and its products                            | 706    | 521                      | 25                  | 65                   | 24         | 10           | 19              | 17            | 14             | 11             | 174   | 185                      |
| Plumbing and heating equipment and supplies           | 358    | 249                      | 19                  | 31                   | 13         | 13           | 13              | 7             | 8              | 5              | 83  | 109                      |
| Tobacco and its products (except leaf)                | 375    | 269                      | 21                  | 24                   | 14         | 6            | 10              | 10            | 14             | 7              | 90  | 106                      |
| Waste materials                                       | 850    | 482                      | 36                  | 101                  | 51         | 44           | 36              | 47            | 39             | 14             | 161   | 358                      |
| Beer  | 1,860  | 193                      | 12                  | 1,033                | 210        | 121          | 187             | 52            | 30             | 22             | 64  | 1,557                    |
| Wines and spiritous liquors                           | 602    | 46                       | 3                   | 166                  | 53         | 16           | 28              | 21            | 19             | 250            | 15  | 256                      |
| All other products                                    | 1,090  | 796                      | 30                  | 102                  | 36         | 24           | 34              | 37            | 19             | 12             | 265   | 294                      |

**B -- MANUFACTURERS' SALES BRANCHES**

| MANUFACTURERS' SALES BRANCHES                         | 2,039 | 1,654 | 39 | 106 | 50 | 38 | 43 | 40 | 34 | 35 | 551 | 385 |
|---|-------|-------|----|-----|----|----|----|----|----|----|-----|-----|
| Amusement and sporting goods                          | 26    | 22    | 1  | 0   | 1  | 0  | 1  | 0  | 1  | 0  | 7   | 4   |
| Automotive products                                   | 180   | 168   | 0  | 5   | 3  | 2  | 4  | 1  | 4  | 3  | 36  | 22  |
| Chemicals   | 124   | 105   | 5  | 5   | 0  | 2  | 1  | 2  | 2  | 1  | 35  | 19  |
| Clothing and furnishings                              | 133   | 108   | 5  | 15  | 5  | 2  | 1  | 3  | 0  | 0  | 36  | 31  |
| Coal  | 11    | 11    | 0  | 0   | 0  | 0  | 0  | 0  | 0  | 0  | 4   | 0   |
| Drugs and drug sundries                               | 81    | 74    | 0  | 3   | 0  | 0  | 0  | 1  | 2  | 1  | 25  | 7   |
| Dry goods   | 69    | 57    | 3  | 6   | 1  | 1  | 0  | 0  | 0  | 1  | 19  | 12  |
| Electrical goods                                      | 106   | 94    | 2  | 2   | 1  | 3  | 2  | 0  | 1  | 1  | 31  | 12  |
| Farm products—raw materials                           | 1     | 0     | 0  | 0   | 1  | 0  | 0  | 0  | 0  | 0  | 0   | 1   |
| Farm products—consumer goods                          | 43    | 35    | 1  | 3   | 1  | 0  | 1  | 0  | 2  | 0  | 12  | 8   |
| Farm supplies   | 9     | 8     | 0  | 0   | 0  | 0  | 1  | 0  | 0  | 0  | 3   | 1   |
| Furniture and house furnishings                       | 87    | 69    | 3  | 3   | 2  | 2  | 1  | 4  | 2  | 1  | 23  | 18  |
| Groceries and foods (except farm products)            | 272   | 211   | 3  | 20  | 7  | 5  | 5  | 6  | 7  | 8  | 70  | 61  |
| Hardware  | 19    | 19    | 0  | 0   | 0  | 0  | 0  | 0  | 0  | 0  | 6   | 0   |
| Jewelry and optical goods                             | 23    | 19    | 0  | 2   | 1  | 0  | 0  | 1  | 0  | 0  | 6   | 4   |
| Lumber and building materials (other than metal)      | 34    | 28    | 0  | 2   | 1  | 0  | 0  | 2  | 0  | 1  | 9   | 6   |
| Machinery, equipment and supplies (except electrical) | 446   | 386   | 8  | 13  | 11 | 13 | 6  | 5  | 3  | 1  | 129 | 60  |
| Metals (except scrap)                                 | 72    | 69    | 0  | 1   | 2  | 0  | 0  | 0  | 0  | 0  | 23  | 3   |
| Paper and its products                                | 70    | 60    | 0  | 6   | 2  | 0  | 2  | 0  | 0  | 0  | 20  | 10  |
| Petroleum and its products                            | 10    | 6     | 0  | 2   | 0  | 0  | 0  | 1  | 0  | 1  | 2   | 4   |
| Plumbing and heating equipment and supplies           | 61    | 40    | 5  | 3   | 1  | 2  | 3  | 2  | 3  | 2  | 13  | 21  |
| Tobacco and its products (except leaf)                | 16    | 15    | 0  | 0   | 0  | 0  | 1  | 0  | 0  | 0  | 5   | 1   |
| Beer  | 52    | 6     | 2  | 8   | 10 | 5  | 10 | 7  | 4  | 0  | 2   | 46  |
| Wines and spiritous liquors                           | 22    | 0     | 2  | 0   | 0  | 1  | 1  | 2  | 2  | 13 | 0   | 21  |
| All other products                                    | 116   | 103   | 1  | 4   | 0  | 0  | 3  | 3  | 1  | 1  | 34  | 13  |

of these products have come into being since the legalization of traffic in such commodities. In fact, 52.8 percent of all beer distributors and 62.3 percent of all distributors of wines and spiritous liquors, in existence at the end of 1933, were in business in 1929 but have apparently changed from other lines of trade to the wholesaling of the commodities in question.

In the case of manufacturers' sales branches the situation appears to be quite different. The number of new units opened in 1933 was substantially below the average per year for the preceding three-year period, being 385 against 551. Exceptions to this general condition may be found only in the following three kinds of business: beer, with 46 new establishments in 1933 against an annual average of 2 during the preceding three-year period; wines and spiritous liquors with 21 new establishments in 1933 against none for the preceding period; and plumbing and heating equipment and supplies with 21 establishments opened in 1933 against an average of 13 per year. From these and other facts previously cited it would appear that manufacturers were reluctant to open new sales branches either because of lack of confidence or because they preferred to utilize the services of independent wholesalers instead.

#### SALES, EXPENSES, AND EMPLOYMENT OF NEW WHOLESALE ESTABLISHMENTS

NET SALES OF NEW WHOLESALE ESTABLISHMENTS.—On the average, the wholesale establishments which began business subsequent to 1929 operated on a relatively small scale, judged on the basis of business volume. While such establishments constituted 23.1 percent of the total in existence at the end of 1933, they accounted for only 10.5 percent of all net sales reported for the year. This situation obtained in the case of all types of wholesale organizations, although in varying degrees. For example, 27.9 percent of all wholesalers proper were new but they accounted for only 10.5 percent of the business reported by all establishments in that group. Similarly, the 12.1 percent of the manufacturers' sales branches which were established since 1929 cared for but 6.5 percent of the business transacted during the year by all sales branches. In the case of the remaining three functional types of wholesale organizations, however, the new establishments made a better showing than for wholesalers proper, although they, too, operated on a smaller scale than was true of the average for the respective types. Of all agents and brokers in operation when the census was taken, 28.6 percent were new with 13.3 percent of the business for the group. Assemblers and country buyers reported 18.9 percent of the establishments as new, with 14.4 percent of the business; while 16.0 percent of the establishments reported by "all other types" were new and accounted for 12.1 percent of the business (see Appendix A).

A comparison of the average sales per establishment of those concerns which came into being between 1929 and 1933 with the average for all establishments, by each of the functional types, reveals that the average sales of the new concerns were substantially less. The 14,372 wholesalers proper established in the three-year period prior to January 1, 1933 reported a volume of business aggregating \$1,089,598,000 or an annual average of \$76,000 per establishment as against an average of \$156,000 for all wholesalers proper. Manufacturers' sales branches established during the three-year period averaged \$239,000 for the year 1933 as against an average of \$445,000 for all sales branches. The corresponding figures for agents and brokers were \$219,000 sales for the new concerns against \$471,000 for all agents and brokers; assemblers and country buyers, \$56,000 against \$73,000; and for "all other types," \$94,000 compared with \$124,000.



The average sales per establishment were even smaller for the new concerns which started operations during the year 1933. Inasmuch as such establishments operated less than a full year, comparisons must be made on a monthly basis. For all wholesalers proper, the average monthly sales for the year 1933 were \$13,000. For concerns which started operations during the three-year period prior to 1933, average monthly sales were \$6,318. Average monthly sales for wholesalers proper, starting during 1933 in the period indicated, were: first quarter, \$5,435; second quarter, \$5,228; July, \$6,313; August, \$4,524; September, \$4,636; October, \$6,169; November, \$5,309; and December, \$40,184. The high average for December was doubtless associated with the legalizing of wines and spirituous liquors.

From the foregoing, it would appear that new wholesale business enterprises are comparatively handicapped and that some time is required to build business volume. It may also mean that opportunities for large scale operation during 1933 were so limited that little attraction was afforded to those with ample financial means. A further explanation of the relatively small scale of operation on the part of new enterprises may lie in the kinds of business affected. It will be noted, for example, at least in the case of wholesalers proper, that a large proportion of the new establishments operated in the grocery and food trades and in farm products of the consumer type, as well as in other lines like waste materials, in which business volume per establishment is normally relatively small.

OPERATING EXPENSES OF NEW WHOLESALE ESTABLISHMENTS.—Operating expenses incurred by newly established wholesale concerns were lower than those of older enterprises. The 37,846 wholesale establishments which started operations subsequent to 1929 reported a volume of business of \$3,364,988,000. In obtaining this business, expenses were incurred to the extent of \$370,713,000, which amounts to 11 percent of net sales. For all establishments in operation at the close of 1933, operating expenses approximated 11.5 percent of net sales. Thus, despite the smaller volume per establishment, the new firms had a lower cost of doing business.

When the matter of operating expenses is considered by functional types, it appears that for wholesalers proper, operating expenses were 14.6 percent of net sales for new concerns against 15 percent for all wholesalers proper. Manufacturers' sales branches reported the same ratio of expenses to sales, namely 12.5 percent, for old and new establishments alike. New assemblers and country buyers reported a cost of doing business of 7.9 percent against an average of 9.9 percent for all such organizations. Only in the case of agents and brokers did new establishments report a slightly higher cost of doing business, consisting of 3.4 percent of the volume of business against 3.2 percent for all establishments in that group.

A comparison of expense ratios of new establishments operated by wholesalers proper, by kind of business, shows that the costs incurred by the new concerns were less than for the total in the respective kinds of business in 16 lines of trade out of 25, into which all establishments have been classified. No comparisons are possible for two kinds of business, namely, beer, and wines and spirituous liquors, since no provision has been made for these classifications prior to 1933. For manufacturers' sales branches lower costs were registered by new establishments only in 13 of the 25 lines of trade.

Under normal circumstances one would expect new establishments to incur relatively higher operating costs partly because of their initial handicap in securing a reasonable volume of business and partly on account of certain organization expenses which are often absorbed within a relatively short time. This was not true for new wholesale enterprises which started operations after 1929, probably because such concerns commenced activity at a time when low wages and salaries prevailed, when premises could be obtained at reduced rentals, and when fixtures and equipment could be secured at advantageous prices. Moreover, these concerns were not burdened by the many fixed charges and other "hang-overs" to which many of the older establishments were no doubt subjected.

It is also probable that newly established enterprises called for the greater application of executives than is given in normal times. The difficulty in starting a new business in periods of economic stress would naturally prevent relatively inefficient managements from entering the field. In fact, a true comparison of operating expenses incurred by new establishments with those of older concerns would show even a greater disparity in favor of the new enterprises if those establishments which began activity during 1933 were eliminated from the comparison. It will be noted from an examination of the data in Appendix A that establishments which started operations during 1933 and therefore secured a relatively small volume of business during the period covered by the census, in general had higher relative costs than was true of those which started operations prior to January 1, 1933, and thus operated a full year.

To illustrate, total costs of doing business for all new establishments operated by wholesalers proper were 14.6 percent of net sales. However, such costs were but 14.5 percent of net sales for the wholesalers proper which operated the entire year of 1933. These costs advanced in proportion as the part of the year 1933 during which the establishments operated decreased. To this there appear to be two exceptions: one in the case of establishments which started operations in October and the other in the case of establishments which started operations in December, the operating expenses in these two cases being 14.4 percent and 11.5 percent, respectively, as compared with an average of 14.5 percent.

An examination of Table 8 discloses, however, the fact that a large number of the establishments which began operations in September were in the grocery trade or engaged in the distribution of farm products of the consumer type. In both of these cases costs of doing business are relatively low; certainly below the average of 14.6 percent. In the case of groceries and foods, particularly, the average costs for all new establishments were 12.3 percent of net sales and for farm products--consumer goods, such costs were 13.8 percent.

For manufacturers' sales branches it is impossible to make an analysis of operating expense ratios similar to the one made for wholesalers proper, since it is not known how many of the branches carried stocks and how many represented mere sales offices. Obviously, operating expenses vary considerably as between the two types of branches. That situation accounted, in part, for the wide fluctuations in the operating expenses of manufacturers' sales branches shown in Appendix A. Some of the differences in expense ratios are also accounted for by the kind of business involved. More services must be performed in the distribution of some goods than in the case of others. Relative investments also vary, as well as the amount and expense of actual handling required.

EMPLOYMENT AND PAY ROLL.--Wholesale establishments organized after 1929 furnished, during 1933, full-time employment of 1,348,068 man-months. A little over 60 percent of this employment was supplied by wholesalers proper, who operated 61 percent of the new establishments. On the other hand, manufacturers' sales branches supplied 11.8 percent of the employment, although they constituted but 5.4 percent of the new establishments. A partial explanation for this difference lies in the fact that many of the new establishments among wholesalers proper were relatively small and were operated by proprietors and partners whose employment was not included in the paid employee figures; whereas in the case of manufacturers' sales branches the entire personnel was generally included among employees.

Second in importance were "All other types," which absorbed approximately 15 percent of the employment. This group of wholesale organizations was dominated by bulk tank stations engaged in the distribution of petroleum and its products. These stations alone accounted for 90 percent of the employment afforded by "All other types." Relatively few employees were used by agents, brokers, assemblers, and country buyers. Most of these enterprises operated on a small scale and did not engage in the physical handling of goods; hence, they were operated largely by the owners of the respective enterprises.

For all new wholesale establishments combined, pay roll constituted 44.5 percent of operating expenses. The lowest ratio of pay roll to total expenses was reported by "All other types" which had a ratio of 42.2 percent in pay roll as against a ratio of 43.3 percent for manufacturers' sales branches, 43.9 percent for assemblers and country buyers, 45.5 percent for wholesalers proper, and 45.9 percent for agents and brokers. The reasons for these variations are quite obvious. Agents and brokers, with few fixed charges, would naturally be expected to have a higher ratio of pay roll to total expenses than bulk tank stations in which petroleum and its products are actually stored in specialized equipment. For the same reason wholesalers proper showed a higher ratio of pay roll to total expenses than was true of manufacturers' sales branches, many of which do not handle stocks, and hence incur little expense in rentals and other fixed items.

In the case of wholesalers proper the lowest ratio of pay roll to total expenses was reported by establishments handling farm products of the raw material type. They had a ratio of 31.5 percent, followed by wines and spiritous liquors with a ratio of 35.5 percent; beer, with a ratio of 37.5 percent; petroleum and its products, with a ratio of 37.7 percent; drugs and drug sundries, with a ratio of 37.8 percent; amusement and sporting goods, with a ratio of 38.8 percent; and general merchandise, with a ratio of 39.4 percent. In the remaining 20 kind-of-business groups the ratio of pay roll to total expenses was over 40 percent and in four of these the ratio was over 50 percent. The highest ratios were reported, in the order of magnitude, by establishments dealing in tobacco and its products, automotive products, chemicals, and lumber and building materials. It is also evident from the above figures and from the data shown in Appendix A that pay roll was a major item of expense to new wholesalers proper, regardless of kind of business in which they engaged. In all but one kind of business this ratio exceeded one-third of all costs of doing business.

In Table 9, below, pay roll is shown as a percent of total operating expenses, for each of the five types of establishments and for wholesalers proper by each of 27 kinds of business. This item is shown separately for new establishments and for all establishments combined.

It is interesting to note that in four of the five type groups pay roll was a somewhat smaller item of expense in the case of new establishments than was true for all wholesale places of business operated by the respective types. In comparing pay roll as a percent of total expenses, by kinds of business, it is found that of the 27 kind-of-business groups, 19 showed pay roll to be a smaller percentage of operating expenses for new establishments; 6 kind-of-business groups showed a somewhat larger percentage; and in two kinds of business the ratio of pay roll to total expenses was approximately the same. This fact substantiates the observation made in a preceding paragraph that new concerns starting during the depression apparently took advantage of the low prevailing salaries and wages; also, in the case of wholesalers proper, many more of the new establishments were operated by proprietors and partners whose compensation was not included in the reported pay roll figures.

NEW WHOLESALE ESTABLISHMENTS, BY GEOGRAPHIC AREAS.--Naturally, it is seldom that all sections of the United States react in the same way and in the same degree to a given set of economic conditions. Furthermore, the economic conditions themselves vary according to geographic areas and are highly colored by local factors. For these reasons, eight states have been selected for which data on new wholesale establishments are presented in Appendix B. These states are believed to be representative of every section of the United States; consequently a study by geographic areas, of the extent to which wholesale places of business started operations subsequent to 1929, by what types of organizations, and in what lines of trade, will reveal some interesting comparisons and contrasts.

Table 9.--PAY ROLL AS A PERCENT OF TOTAL OPERATING EXPENSES

| Type of operation<br>or<br>Kind of business | All wholesale<br>establishments<br>1933 | New establish-<br>ments only |
|---|---|------------------------------|
| <b>TOTAL</b>                                | <b>46.3</b>                             | <b>44.5</b>                  |
| Wholesalers proper.....                     | 47.6                                    | 45.5                         |
| Manufacturers' sales branches.....          | 45.4                                    | 43.3                         |
| Agents and brokers.....                     | 49.0                                    | 45.9                         |
| Assemblers and country buyers.....          | 44.6                                    | 43.9                         |
| All others.....                             | 41.4                                    | 42.2                         |
| <b>WHOLESALEERS PROPER</b>                  |   |                              |
| Amusement and sporting goods.....           | 44.6                                    | 38.8                         |
| Automotive products.....                    | 52.4                                    | 51.5                         |
| Chemicals.....                              | 43.3                                    | 50.7                         |
| Clothing and furnishings.....               | 47.2                                    | 49.3                         |
| Coal.....                                   | 45.0                                    | 44.4                         |
| Drugs and drug sundries.....                | 47.3                                    | 37.8                         |
| Dry goods.....                              | 49.2                                    | 49.1                         |
| Electrical goods.....                       | 50.2                                    | 48.2                         |
| Farm products-raw materials.....            | 32.8                                    | 31.5                         |
| Farm products-consumer goods.....           | 46.0                                    | 43.1                         |
| Farm supplies.....                          | 43.4                                    | 44.2                         |
| Furniture and house furnishings.....        | 48.5                                    | 47.0                         |
| General merchandise.....                    | 37.8                                    | 39.4                         |

Table 9. - Continued.

| Type of operation<br>or<br>Kind of business                   | All wholesale<br>establishments<br>1936 | New establish-<br>ments only |
|---|---|------------------------------|
| WHOLESALERS PROPER (Cont'd.)                                  |   |                              |
| Groceries and foods.....                                      | 48.6                                    | 47.6                         |
| Hardware.....   | 53.4                                    | 46.5                         |
| Jewelry and optical goods.....                                | 48.5                                    | 48.1                         |
| Lumber and building materials.....                            | 49.8                                    | 50.2                         |
| Machinery, equipment and supplies<br>(except electrical)..... | 50.5                                    | 47.6                         |
| Metals (except scrap).....                                    | 53.2                                    | 42.6                         |
| Paper and its products.....                                   | 54.5                                    | 49.2                         |
| Petroleum and its products.....                               | 39.2                                    | 37.7                         |
| Plumbing and heating equipment<br>and supplies.....           | 49.1                                    | 49.2                         |
| Tobacco and its products (except leaf).....                   | 45.9                                    | 52.4                         |
| Waste materials.....  | 43.5                                    | 43.3                         |
| Beer.....   | 33.9                                    | 37.5                         |
| Wines and spiritous liquors.....                              | 37.8                                    | 35.5                         |
| All other products.....                                       | 48.5                                    | 48.3                         |

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## APPENDIX A.—WHOLESALE ESTABLISHMENTS WHICH STARTED OPERATIONS SUBSEQUENT TO 1929,

FOR THE UNITED STATES

(All values expressed in thousands of dollars)

| Types of Establishment and Kind of Business           | Number of establishments | Per cent of total 1933 | Net sales          | Total expenses   |                | Man-months of full-time employment | Pay roll         |                |                |
|---|--------------------------|------------------------|--------------------|------------------|----------------|------------------------------------|------------------|----------------|----------------|
|   |                          |                        |                    | Amount           | % of net sales |                                    | Total            | Part-time      | % of net sales |
| <b>TOTAL</b>  | <b>37,846</b>            | <b>25.1</b>            | <b>\$3,364,988</b> | <b>\$370,713</b> | <b>11.0</b>    | <b>1,348,068</b>                   | <b>\$165,108</b> | <b>\$8,939</b> | <b>4.9</b>     |
| <b>WHOLESALEERS PROPER</b>                            | <b>25,075</b>            | <b>27.9</b>            | <b>1,359,110</b>   | <b>198,324</b>   | <b>14.6</b>    | <b>810,241</b>                     | <b>90,234</b>    | <b>4,582</b>   | <b>6.6</b>     |
| MANUFACTURERS' SALES BRANCHES                         | 2,039                    | 12.1                   | 486,479            | 60,587           | 12.5           | 158,836                            | 26,242           | 615            | 5.4            |
| AGENTS AND BROKERS                                    | 3,947                    | 28.6                   | 865,604            | 29,476           | 3.4            | 90,372                             | 13,533           | 999            | 1.6            |
| ASSEMBLERS AND COUNTRY BUYERS                         | 4,526                    | 18.9                   | 255,607            | 20,097           | 7.9            | 87,450                             | 8,816            | 1,428          | 3.5            |
| ALL OTHERS  | 4,259                    | 16.0                   | 400,188            | 62,229           | 15.5           | 201,169                            | 26,283           | 415            | 6.6            |
| <b>WHOLESALEERS PROPER</b>                            | <b>23,075</b>            | <b>27.9</b>            | <b>1,359,110</b>   | <b>198,324</b>   | <b>14.6</b>    | <b>810,241</b>                     | <b>90,234</b>    | <b>4,582</b>   | <b>6.6</b>     |
| (Period in which establishments began operations)     |                          |                        |                    |                  |                |                                    |                  |                |                |
| Prior to January 1, 1933                              | 14,372                   | -                      | 1,089,598          | 157,498          | 14.5           | 645,207                            | 72,851           | 3,557          | 6.7            |
| First quarter, 1933                                   | 957                      | -                      | 54,617             | 8,229            | 15.1           | 35,112                             | 3,673            | 223            | 6.7            |
| Second quarter, 1933                                  | 3,114                    | -                      | 122,099            | 18,351           | 15.0           | 75,056                             | 7,702            | 455            | 6.5            |
| July, 1933  | 989                      | -                      | 54,340             | 5,069            | 14.8           | 28,555                             | 2,090            | 97             | 6.1            |
| August, 1933  | 750                      | -                      | 15,267             | 2,636            | 17.3           | 10,044                             | 1,132            | 75             | 7.4            |
| September, 1933                                       | 945                      | -                      | 15,334             | 2,666            | 17.4           | 10,711                             | 1,194            | 73             | 7.8            |
| October, 1933   | 767                      | -                      | 11,675             | 1,650            | 14.4           | 7,850                              | 751              | 55             | 6.3            |
| November, 1933  | 639                      | -                      | 5,089              | 904              | 17.8           | 3,505                              | 371              | 20             | 7.3            |
| December, 1933  | 552                      | -                      | 11,091             | 1,281            | 11.5           | 4,221                              | 490              | 17             | 4.4            |
| Amusement and sporting goods                          | 345                      | 32.4                   | 24,467             | 3,597            | 14.7           | 10,341                             | 1,397            | 44             | 5.7            |
| Automotive products                                   | 1,711                    | 32.7                   | 68,445             | 15,088           | 22.0           | 73,995                             | 7,767            | 181            | 11.3           |
| Chemicals   | 245                      | 25.1                   | 14,136             | 2,338            | 16.5           | 9,851                              | 1,185            | 54             | 8.4            |
| Clothing and furnishings                              | 1,086                    | 36.1                   | 77,999             | 12,464           | 16.0           | 45,870                             | 6,142            | 339            | 7.9            |
| Coal  | 176                      | 18.1                   | 19,017             | 2,493            | 13.1           | 10,266                             | 1,106            | 86             | 5.8            |
| Drugs and drug sundries                               | 384                      | 32.9                   | 45,578             | 8,502            | 18.7           | 27,101                             | 3,218            | 96             | 7.1            |
| Dry goods   | 940                      | 27.8                   | 96,058             | 11,211           | 11.7           | 39,248                             | 5,499            | 138            | 5.7            |
| Electrical goods                                      | 675                      | 31.8                   | 46,121             | 10,324           | 22.4           | 42,721                             | 4,969            | 97             | 10.8           |
| Farm products—raw materials                           | 463                      | 19.0                   | 87,806             | 5,602            | 6.4            | 11,826                             | 1,763            | 153            | 2.0            |
| Farm products—consumer goods                          | 2,891                    | 27.8                   | 209,534            | 28,978           | 13.8           | 114,990                            | 12,485           | 771            | 6.0            |
| Farm supplies   | 341                      | 19.6                   | 24,619             | 2,229            | 9.1            | 9,888                              | 986              | 60             | 4.0            |
| Furniture and house furnishings                       | 565                      | 31.6                   | 23,307             | 4,572            | 19.6           | 17,791                             | 2,148            | 151            | 9.2            |
| General merchandise                                   | 19                       | 18.4                   | 1,102              | 142              | 12.9           | 474                                | 56               | 8              | 5.1            |
| Groceries and foods (except farm products)            | 4,408                    | 23.1                   | 258,206            | 31,649           | 12.3           | 150,177                            | 15,079           | 818            | 5.8            |
| Hardware  | 152                      | 12.9                   | 6,260              | 1,298            | 20.7           | 5,918                              | 603              | 13             | 9.6            |
| Jewelry and optical goods                             | 363                      | 22.0                   | 10,644             | 2,494            | 23.4           | 11,451                             | 1,200            | 36             | 11.3           |
| Lumber and building material (other than metal)       | 433                      | 16.4                   | 24,622             | 4,622            | 18.8           | 18,302                             | 2,319            | 227            | 9.4            |
| Machinery, equipment and supplies (except electrical) | 1,346                    | 22.8                   | 48,084             | 10,189           | 21.2           | 42,879                             | 4,855            | 229            | 10.1           |
| Metals (except scrap)                                 | 159                      | 21.3                   | 8,871              | 1,444            | 16.3           | 4,432                              | 615              | 63             | 6.9            |
| Rubber and its products                               | 432                      | 19.5                   | 16,016             | 3,825            | 23.6           | 17,573                             | 1,783            | 48             | 11.1           |
| Textiles and its products                             | 705                      | 26.2                   | 45,243             | 7,057            | 15.6           | 23,382                             | 2,663            | 136            | 5.9            |
| Petroleum and its products                            | 358                      | 24.9                   | 17,806             | 3,798            | 21.3           | 14,680                             | 1,867            | 75             | 10.5           |
| Plumbing and heating equipment and supplies           | 375                      | 21.6                   | 57,970             | 2,957            | 5.1            | 14,646                             | 1,550            | 31             | 2.7            |
| Tobacco and its products (except leaf)                | 850                      | 25.3                   | 16,904             | 3,401            | 20.1           | 19,365                             | 1,474            | 172            | 8.7            |
| Waste materials                                       | 1,090                    | 15.3                   | 36,695             | 6,738            | 18.4           | 31,249                             | 3,256            | 269            | 8.9            |
| All other products                                    | 1,860                    | -                      | 48,430             | 7,817            | 16.1           | 29,590                             | 2,932            | 218            | 6.0            |
| Beer  | 602                      | -                      | 25,410             | 3,705            | 14.6           | 12,234                             | 1,317            | 67             | 5.2            |
| Wines and spirituous liquor                           |                          |                        |                    |                  |                |                                    |                  |                |                |
| <b>MANUFACTURERS' SALES BRANCHES</b>                  | <b>2,039</b>             | <b>12.1</b>            | <b>486,479</b>     | <b>60,587</b>    | <b>12.5</b>    | <b>158,836</b>                     | <b>26,242</b>    | <b>615</b>     | <b>5.4</b>     |
| Prior to January 1, 1933                              | 1,654                    | -                      | 455,657            | 56,995           | 12.5           | 149,414                            | 24,882           | 572            | 5.5            |
| First quarter, 1933                                   | 39                       | -                      | 2,786              | 540              | 19.5           | 1,401                              | 240              | 9              | 8.7            |
| Second quarter, 1933 2/                               | 106                      | -                      | 18,063             | 1,694            | 9.4            | 4,592                              | 627              | 23             | 3.5            |
| July, 1933  | 50                       | -                      | 2,770              | 544              | 19.6           | 1,593                              | 235              | 4              | 8.5            |
| August, 1933  | 38                       | -                      | 1,082              | 185              | 17.1           | 524                                | 82               | 3              | 7.6            |
| September, 1933                                       | 43                       | -                      | 1,123              | 205              | 18.3           | 605                                | 82               | 1              | 7.3            |
| October, 1933   | 40                       | -                      | 3,446              | 324              | 9.4            | 449                                | 57               | 2              | 1.7            |
| November, 1933  | 34                       | -                      | 1,081              | 83               | 7.7            | 202                                | 27               | 1              | 2.5            |
| December, 1933  | 35                       | -                      | 491                | 17               | 3.5            | 56                                 | 10               | 2              | 2.0            |

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APPENDIX A.—WHOLESALE ESTABLISHMENTS WHICH STARTED OPERATIONS SUBSEQUENT TO 1929,  
FOR THE UNITED STATES

(All values expressed in thousands of dollars)

| Type of Establishment and Kind of Business             | Number of establishments | Percent of total 1933 | Net sales | Total expenses |                | Man-months of full-time employment | Pay roll |           |                |
|--|--------------------------|-----------------------|-----------|----------------|----------------|------------------------------------|----------|-----------|----------------|
|  |                          |                       |           | Amount         | % of net sales |                                    | Total    | Part-time | % of net sales |
| <b>MANUFACTURERS' SALES BRANCHES</b>                   |                          |                       |           |                |                |                                    |          |           |                |
| (continued)  |                          |                       |           |                |                |                                    |          |           |                |
| Amusement and sporting goods                           | 26                       | 7.0                   | \$8,517   | \$1,704        | 26.1           | 5,725                              | \$677    | \$2       | 10.4           |
| Automotive products                                    | 130                      | 15.8                  | 52,751    | 8,596          | 16.3           | 20,320                             | 2,886    | 26        | 5.5            |
| Chemicals  | 124                      | 14.6                  | 25,248    | 4,332          | 17.2           | 8,934                              | 1,870    | 51        | 7.4            |
| Clothing and furnishings                               | 139                      | 26.3                  | 25,409    | 3,986          | 15.7           | 10,965                             | 1,866    | 48        | 7.3            |
| Coal   | 11                       | 10.5                  | 3,678     | 337            | 9.2            | 775                                | 194      | 13        | 5.3            |
| Drugs and drug sundries                                | 61                       | 32.5                  | 7,503     | 2,710          | 36.1           | 5,794                              | 1,023    | 5         | 13.6           |
| Dry goods  | 69                       | 17.1                  | 12,394    | 990            | 8.0            | 3,888                              | 609      | 11        | 4.9            |
| Electrical goods                                       | 106                      | 14.5                  | 32,180    | 3,996          | 12.4           | 11,799                             | 2,002    | 36        | 6.2            |
| Farm products—raw materials                            | 1                        | 20.0                  | 4         | 1              | 25.0           | 14                                 | 1        | —         | 25.0           |
| Farm products—consumer goods                           | 43                       | 11.8                  | 8,080     | 819            | 10.1           | 3,478                              | 398      | 12        | 4.6            |
| Farm supplies  | 9                        | 5.6                   | 700       | 85             | 12.3           | 241                                | 34       | 14        | 4.9            |
| Furniture and house furnishings                        | 87                       | 17.9                  | 6,761     | 857            | 12.7           | 3,173                              | 421      | 21        | 6.2            |
| Groceries and foods (except farm products)             | 272                      | 8.0                   | 49,162    | 7,156          | 14.6           | 16,765                             | 2,777    | 51        | 5.6            |
| Hardware   | 19                       | 14.5                  | 3,785     | 580            | 15.3           | 1,639                              | 266      | 2         | 7.0            |
| Jewelry and optical goods                              | 23                       | 7.4                   | 6,418     | 1,017          | 15.8           | 2,528                              | 518      | 2         | 6.1            |
| Lumber and building material (other than metal)        | 34                       | 6.1                   | 3,869     | 684            | 17.7           | 1,735                              | 344      | 10        | 8.9            |
| Machinery, equipment and supplies (except electrical)  | 446                      | 11.0                  | 55,026    | 9,214          | 14.9           | 24,666                             | 4,163    | 211       | 7.6            |
| Metals (other than scrap)                              | 72                       | 7.8                   | 91,431    | 3,450          | 3.8            | 7,089                              | 1,868    | 7         | 2.0            |
| Paper and its products                                 | 70                       | 16.3                  | 39,768    | 3,567          | 9.0            | 9,863                              | 1,759    | 14        | 4.4            |
| Petroleum and its products                             | 10                       | 7.1                   | 595       | 228            | 38.3           | 834                                | 76       | —         | 12.6           |
| Plumbing and heating equipment and supplies            | 61                       | 10.4                  | 10,869    | 2,730          | 25.1           | 7,803                              | 1,117    | 12        | 10.3           |
| Tobacco and its products (except leaf)                 | 16                       | 7.7                   | 11,244    | 1,170          | 10.4           | 1,777                              | 283      | 1         | 2.5            |
| All other products                                     | 118                      | 11.3                  | 15,894    | 2,107          | 13.3           | 6,232                              | 766      | 59        | 4.6            |
| Beer   | 52                       | —                     | 4,938     | 1,064          | 21.5           | 2,365                              | 280      | 6         | 5.7            |
| Wine and spirituous liquors                            | 22                       | —                     | 12,255    | 206            | 1.7            | 434                                | 54       | 2         | .4             |
| <b>AGENTS AND BROKERS</b>                              |                          |                       |           |                |                |                                    |          |           |                |
|  | 3,947                    | 28.6                  | 865,604   | 23,476         | 3.4            | 90,372                             | 13,533   | 999       | 1.6            |
| Prior to January 1, 1933                               | 2,848                    | —                     | 701,871   | 24,091         | 3.4            | 74,163                             | 11,274   | 806       | 1.6            |
| First quarter, 1933                                    | 156                      | —                     | 17,439    | 969            | 5.6            | 3,063                              | 380      | 36        | 2.2            |
| Second quarter, 1933                                   | 333                      | —                     | 89,442    | 2,299          | 2.6            | 6,403                              | 1,003    | 61        | 1.1            |
| July, 1933   | 123                      | —                     | 17,350    | 659            | 3.8            | 1,813                              | 245      | 15        | 1.4            |
| August, 1933   | 97                       | —                     | 9,744     | 433            | 4.4            | 1,566                              | 219      | 31        | 2.2            |
| September, 1933  | 123                      | —                     | 14,825    | 464            | 3.1            | 1,513                              | 186      | 25        | 1.3            |
| October, 1933  | 109                      | —                     | 8,999     | 297            | 3.3            | 1,028                              | 103      | 13        | 1.1            |
| November, 1933   | 101                      | —                     | 4,087     | 187            | 4.6            | 531                                | 99       | 10        | 2.4            |
| December, 1933   | 57                       | —                     | 1,847     | 77             | 4.2            | 272                                | 24       | 2         | 1.3            |
| Amusement and sporting goods                           | 47                       | 40.9                  | 2,431     | 171            | 7.0            | 641                                | 69       | 6         | 2.8            |
| Automotive products                                    | 109                      | 45.2                  | 9,499     | 739            | 7.8            | 2,667                              | 370      | 8         | 3.9            |
| Chemicals  | 79                       | 32.0                  | 13,498    | 854            | 6.3            | 1,846                              | 284      | 16        | 2.1            |
| Clothing and furnishings                               | 291                      | 35.1                  | 47,201    | 1,868          | 4.0            | 6,764                              | 968      | 31        | 2.1            |
| Coal   | 51                       | 17.3                  | 36,554    | 1,227          | 3.4            | 2,507                              | 361      | 55        | 1.5            |
| Drugs and drug sundries                                | 47                       | 39.2                  | 2,496     | 286            | 11.5           | 849                                | 146      | 1         | 5.8            |
| Dry goods  | 288                      | 28.9                  | 119,421   | 3,137          | 2.6            | 8,803                              | 1,488    | 47        | 1.2            |
| Electrical goods                                       | 110                      | 29.6                  | 4,448     | 451            | 10.1           | 1,620                              | 196      | 15        | 4.4            |
| Farm products—raw materials                            | 558                      | 25.1                  | 236,067   | 4,988          | 2.1            | 17,063                             | 2,514    | 294       | 1.0            |
| Farm products—consumer goods                           | 443                      | 27.1                  | 121,848   | 5,138          | 4.2            | 15,015                             | 2,480    | 235       | 2.0            |
| Farm supplies  | 72                       | 34.3                  | 4,379     | 241            | 5.5            | 644                                | 68       | 8         | 1.6            |
| Furniture and house furnishings                        | 161                      | 31.8                  | 9,621     | 784            | 8.1            | 2,524                              | 331      | 33        | 3.4            |
| General merchandise                                    | 12                       | 15.8                  | 1,828     | 24             | 1.3            | 160                                | 13       | 2         | .7             |
| Groceries and foods (except farm products)             | 420                      | 22.3                  | 142,515   | 2,452          | 1.7            | 8,089                              | 1,151    | 60        | .8             |
| Hardware   | 46                       | 25.0                  | 2,849     | 304            | 11.9           | 925                                | 123      | 1         | 4.8            |
| Jewelry and optical goods                              | 27                       | 23.9                  | 476       | 46             | 9.7            | 169                                | 13       | 2         | 2.9            |
| Lumber and building material (other than metal)        | 144                      | 27.6                  | 12,842    | 806            | 6.3            | 2,261                              | 373      | 37        | 2.9            |
| Machinery, equipment and supplies, (except electrical) | 492                      | 33.0                  | 15,965    | 2,403          | 15.1           | 7,454                              | 1,065    | 82        | 6.7            |
| Metals (except scrap)                                  | 76                       | 25.2                  | 15,038    | 821            | 5.5            | 1,808                              | 342      | 14        | 2.3            |

## APPENDIX A.--WHOLESALE ESTABLISHMENTS WHICH STARTED OPERATIONS SUBSEQUENT TO 1929,

## FOR THE UNITED STATES

(All values expressed in thousands of dollars)

| Type of Establishment and Kind of Business  | Number of establishments | Percent of total 1933 | Net sales | Total expenses |                | Man-months of full-time employment | Pay roll |           |                |
|---|--------------------------|-----------------------|-----------|----------------|----------------|------------------------------------|----------|-----------|----------------|
|   |                          |                       |           | Amount         | % of net sales |                                    | Total    | Part-time | % of net sales |
| <b>AGENTS AND BROKERS</b>                   |                          |                       |           |                |                |                                    |          |           |                |
| (Continued)                                 |                          |                       |           |                |                |                                    |          |           |                |
| Paper and its products                      | 58                       | 29.1                  | \$2,944   | \$208          | 7.1            | 1,205                              | \$92     | \$5       | 3.1            |
| Petroleum and its products                  | 59                       | 38.1                  | 33,905    | 755            | 2.2            | 1,685                              | 334      | 6         | 1.0            |
| Plumbing and heating equipment and supplies | 79                       | 35.3                  | 2,613     | 216            | 8.3            | 943                                | 190      | 8         | 7.3            |
| Tobacco and its products (except leaf)      | 2                        | 10.0                  | 17        | 2              | 11.8           | 4                                  | 1        | -         | -              |
| Waste materials                             | 13                       | 26.5                  | 889       | 92             | 10.3           | 208                                | 17       | 1         | 1.9            |
| All other products                          | 161                      | 9.3                   | 21,656    | 921            | 4.3            | 2,819                              | 327      | 23        | 1.5            |
| Beer  | 74                       | -                     | 3,832     | 423            | 11.0           | 1,473                              | 177      | 8         | 4.6            |
| Wine and spirituous liquors                 | 28                       | -                     | 1,072     | 119            | 11.1           | 196                                | 41       | 3         | 3.8            |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>        |                          |                       |           |                |                |                                    |          |           |                |
| Prior to January 1, 1933                    | 4,526                    | 18.9                  | 253,607   | 20,097         | 7.9            | 87,450                             | 8,816    | 1,428     | 3.5            |
| First quarter, 1933                         | 3,136                    | -                     | 218,721   | 16,855         | 7.7            | 72,092                             | 7,470    | 1,175     | 3.4            |
| Second quarter, 1933                        | 200                      | -                     | 4,562     | 442            | 9.7            | 1,882                              | 225      | 34        | 4.9            |
| July, 1933                                  | 394                      | -                     | 17,111    | 1,600          | 9.4            | 6,999                              | 610      | 83        | 3.6            |
| August, 1933                                | 142                      | -                     | 3,935     | 464            | 11.8           | 2,340                              | 184      | 40        | 4.7            |
| September, 1933                             | 122                      | -                     | 2,114     | 258            | 12.2           | 1,301                              | 114      | 39        | 5.4            |
| October, 1933                               | 160                      | -                     | 2,660     | 176            | 6.6            | 866                                | 74       | 21        | 2.8            |
| November, 1933                              | 141                      | -                     | 2,350     | 184            | 7.8            | 841                                | 78       | 21        | 3.3            |
| December, 1933                              | 119                      | -                     | 1,189     | 80             | 6.7            | 851                                | 37       | 9         | 3.1            |
|   | 112                      | -                     | 965       | 58             | 6.0            | 278                                | 24       | 6         | 2.5            |
| Farm products—raw materials                 | 1,261                    | 10.4                  | 135,186   | 6,948          | 5.1            | 24,288                             | 2,785    | 206       | 2.1            |
| Farm products—consumer goods                | 3,131                    | 28.0                  | 112,467   | 12,431         | 11.1           | 59,286                             | 5,617    | 1,153     | 5.0            |
| Farm supplies                               | 87                       | 26.4                  | 2,679     | 274            | 10.2           | 1,209                              | 116      | 17        | 4.3            |
| Groceries and foods (except farm products)  | 21                       | 13.5                  | 599       | 191            | 31.9           | 605                                | 103      | 49        | 17.2           |
| All other products                          | 26                       | 17.8                  | 2,676     | 353            | 13.2           | 2,062                              | 195      | 3         | 7.3            |
| <b>ALL OTHERS</b>                           |                          |                       |           |                |                |                                    |          |           |                |
| Prior to January 1, 1933                    | 4,259                    | 16.0                  | 400,188   | 62,229         | 15.5           | 201,169                            | 25,283   | 415       | 6.6            |
| First quarter, 1933                         | 3,621                    | -                     | 349,524   | 57,138         | 16.3           | 188,024                            | 24,017   | 371       | 6.9            |
| Second quarter, 1933                        | 83                       | -                     | 23,782    | 1,789          | 7.5            | 4,228                              | 562      | 17        | 2.4            |
| July, 1933                                  | 167                      | -                     | 20,145    | 2,455          | 12.2           | 6,415                              | 1,224    | 18        | 6.1            |
| August, 1933                                | 43                       | -                     | 4,782     | 572            | 12.0           | 1,471                              | 362      | 2         | 7.6            |
| September, 1933                             | 39                       | -                     | 718       | 102            | 14.2           | 376                                | 51       | 1         | 7.1            |
| October, 1933                               | 29                       | -                     | 672       | 62             | 9.2            | 208                                | 20       | 1         | 3.0            |
| November, 1933                              | 28                       | -                     | 164       | 35             | 21.3           | 126                                | 14       | 3         | 8.5            |
| December, 1933                              | 29                       | -                     | 208       | 39             | 18.8           | 188                                | 20       | 1         | 9.6            |
|   | 20                       | -                     | 193       | 37             | 19.2           | 133                                | 13       | 1         | 6.7            |
| Clothing and furnishings                    | 3                        | 25.0                  | 355       | 26             | 7.3            | 117                                | 9        | 1         | 2.5            |
| Farm products—consumer goods                | 18                       | 21.2                  | 19,665    | 1,083          | 5.5            | 2,234                              | 323      | 18        | 1.6            |
| Groceries and foods (except farm products)  | 56                       | 19.4                  | 58,558    | 3,661          | 6.3            | 9,282                              | 1,735    | 9         | 3.0            |
| Petroleum and its products                  | 4,174                    | 15.9                  | 315,118   | 56,797         | 18.0           | 187,829                            | 23,988   | 377       | 7.6            |
| All other kinds of business                 | 8                        | -                     | 6,492     | 662            | 10.2           | 1,707                              | 228      | 10        | 3.5            |

1/ Less than \$500.

2/ The low expense ratio for this quarter was accounted for in part by one packer of foods which established several branches during 1933.

3/ The high expense ratio for these months was due in part to packers and shippers of fruits and vegetables.

4/ The high expense ratio shown here was due in part to packers and shippers of fish and sea foods.

5/ Includes 1 establishment dealing in chemicals; 1 in drugs and drug sundries; 1 in dry goods; 1 in electrical goods; 1 in furniture and house furnishings; 1 in general merchandise; 1 in plumbing and heating equipment and supplies; and 1 in all other products.



## APPENDIX B.—WHOLESALE ESTABLISHMENTS WHICH STARTED OPERATIONS SUBSEQUENT TO 1929,

## FOR SELECTED STATES

(All values expressed in thousands of dollars)

| Type of Establishment and Kind of Business            | Number of establishments | Percent of total 1933 | Net sales | Total expenses |                | Man-months of full-time employment | Pay roll |           |                |
|---|--------------------------|-----------------------|-----------|----------------|----------------|------------------------------------|----------|-----------|----------------|
|   |                          |                       |           | Amount         | % of net sales |                                    | Total    | % of time | % of net sales |
| MASSACHUSETTS   |                          |                       |           |                |                |                                    |          |           |                |
| TOTAL FOR STATE                                       | 1,027                    | 20.0                  | \$135,885 | \$15,119       | 11.1           | 48,911                             | \$6,348  | \$268     | 4.7            |
| WHOLESALESAERS PROPER                                 | 748                      | 21.9                  | 60,333    | 8,293          | 13.7           | 31,490                             | 3,806    | 228       | 6.3            |
| MANUFACTURERS' SALES BRANCHES                         | 78                       | 9.7                   | 8,607     | 1,645          | 19.1           | 4,557                              | 761      | 13        | 8.8            |
| AGENTS AND BROKERS                                    | 148                      | 22.7                  | 25,923    | 843            | 3.3            | 2,739                              | 356      | 19        | 1.4            |
| ASSEMBLERS AND COUNTRY BUYERS                         | 19                       | 36.5                  | 27,441    | 1,950          | 7.1            | 2,650                              | 454      | 5         | 1.7            |
| ALL OTHERS  | 34                       | 15.2                  | 13,581    | 2,388          | 17.6           | 7,505                              | 971      | 3         | 7.1            |
| (Period in which establishments began operations)     |                          |                       |           |                |                |                                    |          |           |                |
| Prior to January 1, 1933                              | 696                      | -                     | 112,656   | 12,982         | 11.5           | 41,112                             | 5,485    | 199       | 4.9            |
| First quarter, 1933                                   | 40                       | -                     | 2,898     | 494            | 17.3           | 1,915                              | 253      | 38        | 8.9            |
| Second quarter, 1933                                  | 130                      | -                     | 12,060    | 955            | 7.9            | 3,808                              | 361      | 20        | 5.0            |
| July, 1933  | 27                       | -                     | 4,959     | 353            | 7.1            | 949                                | 133      | 3         | 2.7            |
| August, 1933  | 23                       | -                     | 1,597     | 101            | 6.4            | 376                                | 41       | 2         | 2.6            |
| September, 1933                                       | 23                       | -                     | 3,655     | 64             | 17.5           | 214                                | 28       | 1         | 7.7            |
| October, 1933   | 28                       | -                     | 392       | 37             | 9.4            | 171                                | 12       | -         | 3.1            |
| November, 1933  | 28                       | -                     | 224       | 60             | 26.8           | 181                                | 14       | -         | 6.3            |
| December, 1933  | 21                       | -                     | 774       | 73             | 9.4            | 185                                | 21       | -         | 2.7            |
| WHOLESALESAERS PROPER                                 | 748                      | 21.9                  | 60,333    | 8,293          | 13.7           | 31,490                             | 3,806    | 228       | 6.3            |
| Amusement and sporting goods                          | 13                       | 28.3                  | 267       | 77             | 28.8           | 318                                | 43       | 3         | 16.1           |
| Automotive products                                   | 42                       | 27.5                  | 2,330     | 462            | 19.8           | 2,066                              | 211      | 3         | 9.1            |
| Chemicals   | 17                       | 20.7                  | 259       | 83             | 32.0           | 302                                | 39       | 4         | 15.1           |
| Clothing and furnishings                              | 44                       | 25.8                  | 3,459     | 447            | 12.8           | 1,448                              | 178      | 2         | 5.3            |
| Coal  | 7                        | 14.9                  | 811       | 145            | 17.9           | 746                                | 82       | 4         | 10.1           |
| Drugs and drug sundries                               | 15                       | 31.9                  | 223       | 36             | 16.1           | 141                                | 14       | 1         | 6.3            |
| Dry goods   | 26                       | 18.4                  | 1,979     | 242            | 12.2           | 908                                | 121      | 5         | 6.1            |
| Electrical goods                                      | 32                       | 27.1                  | 2,258     | 458            | 20.3           | 1,614                              | 213      | 11        | 9.4            |
| Farm products—raw materials                           | 9                        | 9.6                   | 2,485     | 227            | 9.1            | 370                                | 49       | 2         | 2.0            |
| Farm products—consumer goods                          | 97                       | 26.4                  | 8,098     | 1,236          | 15.3           | 3,974                              | 563      | 80        | 7.0            |
| Farm supplies   | 6                        | 25.0                  | 10,174    | 414            | 4.1            | 1,048                              | 245      | -         | 2.4            |
| Furniture and house furnishings                       | 16                       | 21.9                  | 888       | 68             | 17.5           | 350                                | 25       | 2         | 6.4            |
| Groceries and foods (except farm products)            | 151                      | 19.8                  | 10,950    | 1,767          | 16.1           | 6,201                              | 741      | 27        | 6.8            |
| Hardware  | 6                        | 11.9                  | 101       | 25             | 24.8           | 92                                 | 10       | 1         | 9.9            |
| Jewelry and optical goods                             | 10                       | 11.4                  | 191       | 73             | 38.2           | 323                                | 35       | 1         | 16.3           |
| Lumber and building material (other than metal)       | 13                       | 14.0                  | 899       | 245            | 27.3           | 1,081                              | 154      | 28        | 17.1           |
| Machinery, equipment and supplies (except electrical) | 49                       | 19.6                  | 2,244     | 623            | 27.8           | 2,432                              | 303      | 5         | 13.5           |
| Metals (except scrap)                                 | 3                        | 8.8                   | 56        | 19             | 33.9           | 88                                 | 12       | 1         | 21.4           |
| Paper and its products                                | 27                       | 17.5                  | 496       | 118            | 23.8           | 533                                | 56       | 5         | 11.3           |
| Petroleum and its products                            | 14                       | 34.1                  | 606       | 96             | 15.8           | 403                                | 40       | 3         | 6.6            |
| Plumbing and heating equipment and supplies           | 24                       | 23.5                  | 1,131     | 243            | 21.5           | 885                                | 127      | 3         | 11.2           |
| Tobacco and its products (except leaf)                | 15                       | 17.2                  | 4,978     | 204            | 4.1            | 958                                | 105      | 2         | 2.1            |
| Waste materials                                       | 19                       | 13.0                  | 855       | 152            | 17.6           | 981                                | 72       | 2         | 8.3            |
| Beer  | 22                       | -                     | 718       | 141            | 19.6           | 486                                | 46       | 2         | 6.4            |
| Wines and spiritous liquors                           | 22                       | -                     | 2,103     | 344            | 16.4           | 1,397                              | 120      | 3         | 5.7            |
| All other products                                    | 57                       | 16.1                  | 2,224     | 348            | 15.6           | 2,327                              | 186      | 27        | 8.4            |
| MANUFACTURERS' SALES BRANCHES                         | 78                       | 9.7                   | 8,607     | 1,645          | 19.1           | 4,557                              | 761      | 13        | 8.8            |
| Automotive products                                   | 5                        | 12.8                  | 811       | 106            | 13.1           | 194                                | 37       | 1         | 4.6            |
| Chemicals   | 3                        | 7.3                   | 100       | 23             | 23.0           | 27                                 | 8        | -         | 8.0            |
| Clothing and furnishings                              | 5                        | 15.6                  | 439       | 52             | 12.1           | 181                                | 27       | 1         | 6.3            |
| Drugs and drug sundries                               | 5                        | 38.5                  | 155       | 49             | 31.6           | 120                                | 16       | 1         | 10.3           |
| Electrical goods                                      | 7                        | 18.4                  | 2,234     | 248            | 11.1           | 591                                | 134      | 7         | 6.0            |
| Farm products—consumer goods                          | 1                        | 4.5                   | 246       | 28             | 11.4           | 120                                | 16       | -         | 6.5            |
| Furniture and house furnishings                       | 6                        | 18.2                  | 785       | 90             | 11.3           | 240                                | 48       | 1         | 6.1            |
| Groceries and foods (except farm products)            | 9                        | 6.0                   | 948       | 411            | 43.4           | 706                                | 167      | 1         | 17.6           |

## APPENDIX B.—WHOLESALE ESTABLISHMENTS WHICH STARTED OPERATIONS SUBSEQUENT TO 1929,

## FOR SELECTED STATES

(All values expressed in thousands of dollars.)

| Type of Establishment and Kind of Business            | Number of establishments | Percent of total 1933 | Net sales     | Total expenses |                | Man-months of full-time employment | Pay roll   |           |                |
|---|--------------------------|-----------------------|---------------|----------------|----------------|------------------------------------|------------|-----------|----------------|
|   |                          |                       |               | Amount         | % of net sales |                                    | Total      | Part-time | % of net sales |
| MASSACHUSETTS (Continued)                             |                          |                       |               |                |                |                                    |            |           |                |
| MANUFACTURERS' SALES BRANCHES                         |                          |                       |               |                |                |                                    |            |           |                |
| (Continued)   |                          |                       |               |                |                |                                    |            |           |                |
| Machinery, equipment and supplies (except electrical) | 17                       | 10.0                  | \$1,308       | \$175          | 13.4           | \$695                              | \$113      | \$1       | 8.6            |
| Metals (except scrap)                                 | 2                        | 4.4                   | 81            | 7              | 8.6            | 12                                 | 3          | 1         | 3.7            |
| Paper and its products                                | 2                        | 8.3                   | 540           | 249            | 46.1           | 1,023                              | 108        | -         | 20.0           |
| Plumbing and heating equipment and supplies           | 5                        | 15.6                  | 305           | 111            | 36.4           | 287                                | 46         | 3         | 15.1           |
| All other kinds of business                           | 11                       | -                     | 664           | 96             | 14.5           | 361                                | 38         | -         | 5.7            |
| <b>AGENTS AND BROKERS</b>                             | <b>148</b>               | <b>22.7</b>           | <b>25,923</b> | <b>843</b>     | <b>3.3</b>     | <b>2,739</b>                       | <b>356</b> | <b>19</b> | <b>1.4</b>     |
| Chemicals   | 5                        | 43.3                  | 102           | 28             | 27.5           | 53                                 | 8          | 1/        | 7.8            |
| Clothing and furnishings                              | 12                       | 76.0                  | 987           | 39             | 4.0            | 88                                 | 9          | 1         | 0.9            |
| Dry goods   | 15                       | 18.5                  | 2,869         | 76             | 2.6            | 224                                | 35         | 3         | 1.2            |
| Electrical goods                                      | 3                        | 15.8                  | 133           | 7              | 5.3            | 36                                 | 3          | -         | 2.3            |
| Farm products—raw materials                           | 18                       | 34.0                  | 11,411        | 192            | 1.7            | 409                                | 84         | 1/        | 0.7            |
| Farm products—consumer goods                          | 11                       | 19.6                  | 2,397         | 99             | 4.1            | 380                                | 45         | 1/        | 1.9            |
| Furniture and house furnishings                       | 6                        | 18.2                  | 202           | 15             | 7.4            | 48                                 | 4          | 1         | 2.0            |
| Groceries and foods (except farm products)            | 15                       | 16.9                  | 3,326         | 99             | 3.0            | 411                                | 57         | 1/        | 1.7            |
| Hardware  | 5                        | 65.6                  | 112           | 35             | 31.3           | 125                                | 11         | 1/        | 9.8            |
| Machinery, equipment and supplies (except electrical) |                          |                       |               |                |                |                                    |            |           |                |
| Metals (except scrap)                                 | 21                       | 30.9                  | 800           | 119            | 14.9           | 598                                | 56         | 2         | 7.0            |
| Paper and its products                                | 8                        | 44.4                  | 596           | 34             | 5.7            | 50                                 | 10         | 8         | 1.7            |
| Plumbing and heating equipment and supplies           | 4                        | 33.3                  | 237           | 11             | 4.6            | 26                                 | 3          | 1         | 1.3            |
| All other kinds of business                           | 4                        | 21.1                  | 99            | 4              | 4.0            | 14                                 | 1          | -         | 1.0            |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                  | <b>21</b>                | <b>-</b>              | <b>2,652</b>  | <b>85</b>      | <b>3.2</b>     | <b>272</b>                         | <b>30</b>  | <b>3</b>  | <b>1.1</b>     |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                  | <b>19</b>                | <b>36.5</b>           | <b>27,441</b> | <b>1,960</b>   | <b>7.1</b>     | <b>2,630</b>                       | <b>454</b> | <b>5</b>  | <b>1.7</b>     |
| Farm products—raw materials                           | 3                        | 42.9                  | 17,579        | 1,697          | 9.7            | 1,631                              | 338        | 2         | 1.9            |
| Farm products—consumer goods                          | 16                       | 37.2                  | 9,862         | 253            | 2.6            | 999                                | 116        | 3         | 1.2            |
| <b>ALL OTHERS</b>                                     | <b>54</b>                | <b>15.2</b>           | <b>13,581</b> | <b>2,388</b>   | <b>17.6</b>    | <b>7,505</b>                       | <b>971</b> | <b>3</b>  | <b>7.1</b>     |
| Petroleum and its products                            | 31                       | 15.0                  | 9,611         | 1,616          | 16.8           | 5,277                              | 712        | 3         | 7.4            |
| All other kinds of business                           | 3                        | -                     | 3,970         | 772            | 19.4           | 2,228                              | 259        | -         | 6.5            |

## APPENDIX B.—WHOLESALE ESTABLISHMENTS WHICH STARTED OPERATIONS SUBSEQUENT TO 1929,

## FOR SELECTED STATES

(All values expressed in thousands of dollars)

| Type of Establishment and Kind of Business                   | Number of establishments | Percent of total 1933 | Net sales | Total expenses |                | Man-months of full-time employment | Pay roll |           |                |
|--|--------------------------|-----------------------|-----------|----------------|----------------|------------------------------------|----------|-----------|----------------|
|  |                          |                       |           | Amount         | % of net sales |                                    | Total    | Part-time | % of net sales |
| RHODE ISLAND   |                          |                       |           |                |                |                                    |          |           |                |
| TOTAL FOR STATE  | 133                      | 29.2                  | \$15,413  | \$1,398        | 9.0            | 5,096                              | \$629    | \$9       | 4.1            |
| WHOLESALEERS PROPER  | 117                      | 25.7                  | 10,918    | 1,230          | 11.3           | 4,409                              | 546      | 8         | 5.0            |
| MANUFACTURERS' SALES BRANCHES                                | 8                        | 11.6                  | 276       | 56             | 20.3           | 263                                | 23       | 1         | 8.3            |
| AGENTS AND BROKERS   | 4                        | 22.2                  | 2,935     | 59             | 2.0            | 215                                | 34       | -         | 1.2            |
| ASSEMBLERS AND COUNTRY BUYERS                                | 2                        | 22.2                  | 1,180     | 37             | 3.1            | 140                                | 19       | -         | 1.6            |
| ALL OTHERS   | 2                        | 7.4                   | 104       | 11             | 10.6           | 69                                 | 7        | -         | 6.7            |
| (Period in which establishments began operations)            |                          |                       |           |                |                |                                    |          |           |                |
| Prior to January 1, 1933                                     | 59                       | -                     | 8,559     | 710            | 8.3            | 2,869                              | 339      | 6         | 3.9            |
| First quarter, 1933  | 5                        | -                     | 86        | 18             | 20.9           | 140                                | 12       | -         | 14.0           |
| Second quarter, 1933   | 37                       | -                     | 979       | 178            | 18.2           | 708                                | 79       | 2         | 8.1            |
| Third quarter, 1933  | 26                       | -                     | 5,747     | 482            | 8.4            | 1,334                              | 198      | 1         | 3.4            |
| Fourth quarter, 1933   | 6                        | -                     | 42        | 5              | 11.9           | 45                                 | 2        | -         | 4.8            |
| WHOLESALEERS PROPER  | 117                      | 25.7                  | 10,918    | 1,230          | 11.3           | 4,409                              | 546      | 8         | 5.0            |
| Antiseptic products  | 6                        | 27.3                  | 153       | 45             | 27.6           | 193                                | 21       | 1         | 12.9           |
| Chemicals  | 2                        | 15.4                  | 42        | 7              | 16.7           | 25                                 | 3        | -         | 7.1            |
| Clothing and furnishings                                     | 5                        | 50.0                  | 67        | 12             | 17.9           | 58                                 | 6        | 1         | 9.0            |
| Coal   | 2                        | 50.0                  | 32        | 7              | 21.9           | 55                                 | 5        | -         | 15.6           |
| Drugs and drug sundries                                      | 3                        | 37.5                  | 56        | 17             | 30.4           | 26                                 | 4        | -         | 7.1            |
| Dry goods  | 4                        | 19.0                  | 253       | 48             | 19.0           | 130                                | 26       | -         | 10.3           |
| Farm products—raw materials                                  | 3                        | 20.0                  | 108       | 17             | 15.7           | 71                                 | 7        | -         | 6.5            |
| Farm products—consumer goods                                 | 16                       | 38.1                  | 2,403     | 239            | 9.9            | 756                                | 83       | 1         | 3.5            |
| Farm supplies  | 3                        | 50.0                  | 98        | 24             | 24.5           | 109                                | 15       | -         | 15.3           |
| Furniture and house furnishings                              | 2                        | 25.0                  | 26        | 5              | 19.2           | 22                                 | 2        | -         | 7.7            |
| Groceries and foods (except farm products)                   | 21                       | 20.4                  | 828       | 122            | 14.7           | 618                                | 47       | 1         | 5.7            |
| Hardware   | 3                        | 37.5                  | 117       | 60             | 51.3           | 282                                | 31       | -         | 26.5           |
| Machinery, equipment and supplies (except electrical)        | 3                        | 11.5                  | 107       | 33             | 30.8           | 114                                | 17       | 1         | 15.9           |
| Metals (except scrap)  | 2                        | 66.7                  | 91        | 19             | 20.9           | 95                                 | 9        | -         | 9.9            |
| Paper and its products                                       | 2                        | 15.4                  | 246       | 95             | 38.6           | 112                                | 27       | -         | 11.0           |
| Plumbing and heating equipment and supplies                  | 2                        | 16.7                  | 59        | 18             | 30.5           | 87                                 | 9        | -         | 15.3           |
| Tobacco and its products (except leaf)                       | 7                        | 43.8                  | 5,011     | 247            | 4.9            | 816                                | 133      | 1         | 2.7            |
| Waste materials  | 3                        | 13.6                  | 24        | 7              | 29.2           | 48                                 | 4        | 1         | 16.7           |
| Beer   | 11                       | -                     | 302       | 63             | 20.9           | 230                                | 24       | -         | 7.9            |
| Wines and spirituous liquors                                 | 12                       | -                     | 510       | 99             | 19.4           | 393                                | 42       | -         | 8.2            |
| All other kinds of business                                  | 5                        | -                     | 375       | 46             | 12.3           | 169                                | 31       | 1         | 8.3            |
| MANUFACTURERS' SALES BRANCHES 2/                             | 8                        | 11.6                  | 276       | 56             | 20.3           | 263                                | 23       | 1         | 8.3            |
| AGENTS AND BROKERS 3/  | 4                        | 22.2                  | 2,935     | 59             | 2.0            | 215                                | 34       | -         | 1.2            |
| ASSEMBLERS AND COUNTRY BUYERS (farm products—consumer goods) | 2                        | 22.2                  | 1,180     | 37             | 3.1            | 140                                | 19       | -         | 1.6            |
| ALL OTHERS (petroleum and its products)                      | 2                        | 7.4                   | 104       | 11             | 10.6           | 69                                 | 7        | -         | 6.7            |

APPENDIX B.—WHOLESALE ESTABLISHMENTS WHICH STARTED OPERATIONS SUBSEQUENT TO 1929,  
FOR SELECTED STATES

(All values expressed in thousands of dollars)

| Type of Establishment and<br>Kind of Business            | Number of<br>estab-<br>lish-<br>ments | Per-<br>cent<br>of<br>total<br>1933 | Net sales | Total expenses |                      | Man-months<br>of full-<br>time<br>employment | Pay roll |               |                      |
|--|---------------------------------------|-------------------------------------|-----------|----------------|----------------------|--|----------|---------------|----------------------|
|  |                                       |                                     |           | Amount         | % of<br>net<br>sales |  | Total    | Part-<br>time | % of<br>net<br>sales |
| OHIO   |                                       |                                     |           |                |                      |  |          |               |                      |
| TOTAL FOR STATE  | 1,817                                 | 21.9                                | \$204,739 | \$23,929       | 11.7                 | 77,584                                       | \$10,033 | \$418         | 4.9                  |
| WHOLESALESAERS PROPER                                    | 1,088                                 | 23.8                                | 52,619    | 8,665          | 16.5                 | 38,177                                       | 3,903    | 217           | 7.4                  |
| MANUFACTURERS' SALES BRANCHES                            | 190                                   | 15.5                                | 74,361    | 9,949          | 13.4                 | 20,033                                       | 3,815    | 98            | 5.1                  |
| AGENTS AND BROKERS                                       | 232                                   | 30.7                                | 56,768    | 1,781          | 3.1                  | 5,113  | 789      | 61            | 1.6                  |
| ASSEMBLERS AND COUNTRY BUYERS                            | 184                                   | 18.0                                | 6,680     | 732            | 11.0                 | 5,769  | 330      | 20            | 4.9                  |
| ALL OTHERS   | 123                                   | 16.7                                | 14,291    | 2,802          | 19.6                 | 10,502                                       | 1,196    | 22            | 8.4                  |
| (Period in which establish-<br>ments began operations)   |                                       |                                     |           |                |                      |  |          |               |                      |
| Prior to January 1, 1933                                 | 1,269                                 | -                                   | 164,633   | 20,639         | 12.5                 | 65,234                                       | 8,669    | 326           | 5.5                  |
| First quarter, 1933                                      | 66                                    | -                                   | 3,309     | 562            | 17.0                 | 2,578  | 253      | 28            | 7.6                  |
| Second quarter, 1933                                     | 190                                   | -                                   | 30,119    | 1,715          | 5.7                  | 6,026  | 729      | 52            | 2.4                  |
| July, 1933   | 71                                    | -                                   | 2,484     | 354            | 14.3                 | 1,132  | 110      | 4             | 4.4                  |
| August, 1933   | 59                                    | -                                   | 461       | 206            | 23.9                 | 728  | 77       | 2             | 8.9                  |
| September, 1933  | 45                                    | -                                   | 1,163     | 226            | 19.4                 | 871  | 95       | 3             | 8.2                  |
| October, 1933  | 53                                    | -                                   | 386       | 62             | 16.1                 | 368  | 29       | 2             | 7.5                  |
| November, 1933   | 37                                    | -                                   | 734       | 83             | 11.3                 | 204  | 39       | -             | 5.3                  |
| December, 1933   | 27                                    | -                                   | 1,050     | 82             | 7.8                  | 443  | 32       | 1             | 3.0                  |
| WHOLESALESAERS PROPER                                    | 1,088                                 | 23.8                                | 52,619    | 8,665          | 16.5                 | 38,177                                       | 3,903    | 217           | 7.4                  |
| Amusement and sporting goods                             | 18                                    | 23.1                                | 528       | 249            | 47.3                 | 707  | 72       | 1             | 13.7                 |
| Automotive products                                      | 113                                   | 34.6                                | 5,419     | 1,084          | 20.0                 | 5,924  | 557      | 17            | 10.3                 |
| Chemicals  | 14                                    | 16.1                                | 251       | 74             | 29.5                 | 261  | 51       | 3             | 12.4                 |
| Clothing and furnishings                                 | 33                                    | 25.2                                | 1,128     | 174            | 15.4                 | 746  | 97       | 4             | 8.6                  |
| Coal   | 19                                    | 22.1                                | 2,450     | 234            | 9.6                  | 773  | 127      | 21            | 5.2                  |
| Drugs and drug sundries                                  | 25                                    | 37.3                                | 1,118     | 186            | 16.6                 | 568  | 90       | 12            | 8.1                  |
| Dry goods  | 16                                    | 18.2                                | 780       | 115            | 14.7                 | 619  | 76       | 2             | 9.7                  |
| Electrical goods   | 40                                    | 28.2                                | 2,417     | 693            | 28.7                 | 3,402  | 347      | 5             | 14.4                 |
| Farm products—raw materials                              | 10                                    | 10.0                                | 2,831     | 132            | 4.7                  | 441  | 53       | 1             | 1.9                  |
| Farm products—consumer goods                             | 155                                   | 24.6                                | 7,510     | 965            | 12.8                 | 4,940  | 393      | 22            | 5.2                  |
| Farm supplies  | 7                                     | 8.8                                 | 280       | 48             | 17.1                 | 168  | 14       | 1             | 5.0                  |
| Furniture and house furnishings                          | 19                                    | 27.5                                | 583       | 144            | 24.7                 | 480  | 60       | 6             | 10.3                 |
| Groceries and foods (except farm products)               | 187                                   | 20.6                                | 8,522     | 1,300          | 15.3                 | 5,403  | 603      | 32            | 7.1                  |
| Hardware   | 11                                    | 21.6                                | 168       | 25             | 14.9                 | 87   | 11       | 2             | 6.5                  |
| Jewelry and optical goods                                | 8                                     | 14.3                                | 106       | 23             | 21.7                 | 107  | 13       | -             | 12.3                 |
| Lumber and building materials (other than<br>metal)      | 32                                    | 16.0                                | 1,964     | 476            | 24.2                 | 1,287  | 184      | 6             | 9.4                  |
| Machinery, equipment and supplies<br>(except electrical) | 80                                    | 23.1                                | 1,724     | 407            | 23.6                 | 2,097  | 185      | 15            | 10.7                 |
| Metals (except scrap)                                    | 10                                    | 20.8                                | 3,013     | 231            | 7.7                  | 674  | 133      | 1             | 4.4                  |
| Paper and its products                                   | 16                                    | 13.1                                | 373       | 116            | 31.1                 | 1,097  | 75       | 2             | 20.1                 |
| Petroleum and its products                               | 36                                    | 29.5                                | 1,600     | 332            | 23.9                 | 980  | 124      | 2             | 7.8                  |
| Plumbing and heating equipment and supplies              | 21                                    | 22.6                                | 392       | 82             | 20.9                 | 580  | 41       | 6             | 10.5                 |
| Tobacco and its products (except leaf)                   | 13                                    | 12.5                                | 2,858     | 160            | 5.6                  | 755  | 76       | 1             | 2.7                  |
| Waste materials  | 76                                    | 23.3                                | 1,939     | 387            | 20.0                 | 2,232  | 165      | 18            | 8.5                  |
| Beer   | 69                                    | -                                   | 2,817     | 604            | 21.4                 | 2,218  | 230      | 17            | 6.2                  |
| Wines and spirituous liquors                             | 15                                    | -                                   | 626       | 118            | 18.8                 | 418  | 36       | 1             | 5.8                  |
| All other products                                       | 47                                    | 14.6                                | 1,224     | 256            | 20.9                 | 1,213  | 110      | 21            | 9.0                  |
| MANUFACTURERS' SALES BRANCHES                            | 190                                   | 15.5                                | 74,361    | 9,949          | 13.4                 | 20,033                                       | 3,815    | 98            | 5.1                  |
| Automotive products                                      | 13                                    | 20.3                                | 32,136    | 4,627          | 14.4                 | 5,750  | 1,291    | 2             | 4.0                  |
| Chemicals  | 20                                    | 26.7                                | 7,790     | 801            | 10.3                 | 1,352  | 351      | 2             | 4.5                  |
| Clothing and furnishings                                 | 10                                    | 31.3                                | 2,604     | 703            | 27.0                 | 1,397  | 281      | 1             | 10.8                 |
| Coal   | 4                                     | 33.3                                | 1,115     | 139            | 12.5                 | 388  | 101      | 13            | 9.1                  |
| Drugs and drug sundries                                  | 7                                     | 43.8                                | 150       | 50             | 33.3                 | 168  | 21       | -             | 14.0                 |
| Dry goods  | 2                                     | 11.8                                | 94        | 17             | 18.1                 | 70   | 8        | -             | 8.5                  |
| Electrical goods   | 8                                     | 10.4                                | 4,988     | 471            | 9.4                  | 1,159  | 219      | 5             | 4.4                  |
| Farm products—consumer goods                             | 5                                     | 20.0                                | 740       | 159            | 21.5                 | 635  | 79       | 2             | 10.7                 |

## APPENDIX B.--WHOLESALE ESTABLISHMENTS WHICH STARTED OPERATIONS SUBSEQUENT TO 1929,

## FOR SELECTED STATES

| Type of establishment and<br>Kind of Business         | Number of<br>estab-<br>lish-<br>ments | Per-<br>cent<br>of<br>total<br>1933 | Net sales     | Total expenses |                      | Man-months<br>of full-<br>time<br>employment | Pay roll     |               |                      |
|---|---------------------------------------|-------------------------------------|---------------|----------------|----------------------|--|--------------|---------------|----------------------|
|   |                                       |                                     |               | Amount         | % of<br>net<br>sales |  | Total        | Part-<br>time | % of<br>net<br>sales |
| OHIO (Continued)                                      |                                       |                                     |               |                |                      |  |              |               |                      |
| MANUFACTURERS' SALES BRANCHES                         |                                       |                                     |               |                |                      |  |              |               |                      |
| (Continued)   |                                       |                                     |               |                |                      |  |              |               |                      |
| Furniture and house furnishings                       | 11                                    | 31.4                                | \$1,244       | \$148          | 11.9                 | 544  | \$69         | \$8           | 5.5                  |
| Groceries and foods (except farm products)            | 14                                    | 8.6                                 | 1,074         | 168            | 17.5                 | 703  | 105          | 1/            | 9.8                  |
| Hardware  | 4                                     | 28.6                                | 2,437         | 276            | 11.3                 | 598  | 125          | 1/            | 5.1                  |
| Jewelry and optical goods                             | 2                                     | 10.0                                | 20            | 4              | 20.0                 | 6  | 1            | 1             | 5.0                  |
| Leather and building materials (other than metal)     | 4                                     | 6.5                                 | 542           | 200            | 36.9                 | 491  | 62           | -             | 15.1                 |
| Machinery, equipment and supplies (except electrical) | 48                                    | 14.9                                | 4,739         | 1,051          | 22.2                 | 4,075  | 584          | 62            | 12.3                 |
| Metals (except scrap)                                 | 12                                    | 10.8                                | 6,992         | 429            | 6.1                  | 635  | 142          | 1             | 2.0                  |
| Paper and its products                                | 9                                     | 23.7                                | 5,559         | 301            | 5.4                  | 873  | 180          | -             | 3.2                  |
| Plumbing and heating equipment and supplies           | 5                                     | 13.5                                | 143           | 24             | 16.8                 | 91   | 12           | 1/            | 8.4                  |
| Beer  | 3                                     | -                                   | 385           | 84             | 21.8                 | 250  | 34           | 2             | 8.8                  |
| All other kinds of business                           | 9                                     | -                                   | 1,609         | 277            | 17.2                 | 848  | 130          | -             | 8.1                  |
| <b>AGENTS AND BROKERS</b>                             | <b>252</b>                            | <b>30.7</b>                         | <b>56,788</b> | <b>1,761</b>   | <b>3.1</b>           | <b>5,113</b>                                 | <b>769</b>   | <b>61</b>     | <b>1.4</b>           |
| Automotive products                                   | 11                                    | 61.1                                | 361           | 55             | 14.4                 | 209  | 29           | 1             | 7.6                  |
| Chemicals   | 9                                     | 32.1                                | 597           | 16             | 2.7                  | 26   | 3            | 1             | .5                   |
| Clothing and furnishings                              | 5                                     | 29.4                                | 253           | 9              | 3.6                  | 54   | 4            | -             | 1.6                  |
| Coal  | 10                                    | 22.2                                | 26,464        | 608            | 2.3                  | 1,156  | 277          | 20            | 1.0                  |
| Dry goods   | 6                                     | 26.1                                | 726           | 12             | 1.6                  | 15   | 4            | 1             | .5                   |
| Electrical goods                                      | 11                                    | 34.4                                | 174           | 34             | 19.5                 | 156  | 15           | 1             | 8.6                  |
| Farm products-raw materials                           | 30                                    | 42.3                                | 8,508         | 237            | 2.8                  | 958  | 125          | 21            | 1.5                  |
| Farm products-consumer goods                          | 18                                    | 22.2                                | 3,340         | 161            | 4.8                  | 638  | 76           | 4             | 2.3                  |
| Furniture and house furnishings                       | 9                                     | 33.3                                | 467           | 39             | 8.4                  | 98   | 8            | 1             | 1.7                  |
| Groceries and foods (except farm products)            | 19                                    | 22.6                                | 10,245        | 154            | 1.5                  | 420  | 70           | 1             | .7                   |
| Hardware  | 2                                     | 16.7                                | 22            | 5              | 22.7                 | 20   | 1            | 1/            | 4.5                  |
| Leather and building materials (other than metal)     | 11                                    | 29.7                                | 475           | 65             | 13.7                 | 124  | 20           | 3             | 4.2                  |
| Machinery, equipment and supplies (except electrical) | 46                                    | 33.8                                | 809           | 197            | 24.4                 | 743  | 78           | 5             | 9.6                  |
| Metals (except scrap)                                 | 9                                     | 20.9                                | 1,156         | 24             | 2.1                  | 27   | 4            | 1             | .3                   |
| Paper and its products                                | 3                                     | 42.9                                | 119           | 4              | 3.4                  | 24   | 1            | -             | .8                   |
| Plumbing and heating equipment and supplies           | 12                                    | 48.0                                | 202           | 25             | 12.4                 | 90   | 12           | 1/            | 5.9                  |
| Beer  | 2                                     | -                                   | 90            | 11             | 12.2                 | 69   | 5            | 1/            | 5.6                  |
| All other kinds of business                           | 19                                    | -                                   | 2,738         | 125            | 4.6                  | 286  | 57           | 1             | 2.1                  |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                  | <b>184</b>                            | <b>18.0</b>                         | <b>6,680</b>  | <b>732</b>     | <b>11.0</b>          | <b>3,759</b>                                 | <b>330</b>   | <b>20</b>     | <b>4.9</b>           |
| Farm products-raw materials                           | 50                                    | 10.8                                | 2,392         | 152            | 5.5                  | 810  | 52           | 6             | 2.2                  |
| Farm products-consumer goods                          | 126                                   | 24.4                                | 4,176         | 576            | 13.8                 | 2,650  | 269          | 12            | 6.4                  |
| Farm supplies   | 6                                     | 18.2                                | 96            | 17             | 17.7                 | 71   | 6            | 1             | 6.3                  |
| All other products                                    | 2                                     | 20.0                                | 16            | 7              | 43.8                 | 28   | 3            | 1             | 16.8                 |
| <b>ALL OTHERS</b>                                     | <b>123</b>                            | <b>16.7</b>                         | <b>14,291</b> | <b>2,602</b>   | <b>19.6</b>          | <b>10,502</b>                                | <b>1,196</b> | <b>22</b>     | <b>6.4</b>           |
| Groceries and foods (except farm products)            | 4                                     | 25.0                                | 2,622         | 144            | 5.5                  | 449  | 41           | -             | 1.6                  |
| Petroleum and its products                            | 116                                   | 16.5                                | 11,639        | 2,647          | 22.7                 | 10,017                                       | 1,152        | 22            | 9.9                  |
| All other kinds of business                           | 1                                     | -                                   | 30            | 11             | 36.7                 | 36   | 3            | 1/            | 10.0                 |

## APPENDIX B.—WHOLESALE ESTABLISHMENTS WHICH STARTED OPERATIONS SUBSEQUENT TO 1929,

## FOR SELECTED STATES

(All values expressed in thousands of dollars)

| Type of Establishment and Kind of Business            | Number of establishments | Percent of total 1933 | Net sales | Total expenses |                | Man-months of full-time employment | Pay roll |           |                |
|---|--------------------------|-----------------------|-----------|----------------|----------------|------------------------------------|----------|-----------|----------------|
|   |                          |                       |           | Amount         | % of net sales |                                    | Total    | Part-time | % of net sales |
| <b>INDIANA</b>  |                          |                       |           |                |                |                                    |          |           |                |
| TOTAL FOR STATE                                       | 916                      | 21.6                  | \$41,321  | \$5,209        | 12.6           | 24,087                             | \$2,464  | \$112     | 6.0            |
| WHOLESALEERS PROPER                                   | 475                      | 27.0                  | 17,882    | 2,715          | 15.2           | 13,314                             | 1,241    | 78        | 6.9            |
| MANUFACTURERS' SALES BRANCHES                         | 35                       | 12.8                  | 2,928     | 455            | 15.5           | 1,706                              | 224      | 2         | 7.7            |
| AGENTS AND BROKERS                                    | 64                       | 32.2                  | 10,114    | 334            | 3.3            | 1,177                              | 159      | 8         | 1.6            |
| ASSEMBLERS AND COUNTRY BUYERS                         | 188                      | 17.4                  | 3,296     | 303            | 9.2            | 1,964                              | 146      | 11        | 4.4            |
| ALL OTHERS  | 154                      | 16.5                  | 7,101     | 1,402          | 19.7           | 5,926                              | 694      | 15        | 9.8            |
| (Period in which establishments began operations)     |                          |                       |           |                |                |                                    |          |           |                |
| Prior to January 1, 1933                              | 625                      | -                     | 32,809    | 4,215          | 12.8           | 19,456                             | 2,040    | 84        | 6.2            |
| First quarter, 1933                                   | 39                       | -                     | 893       | 91             | 10.7           | 790                                | 53       | 3         | 6.2            |
| Second quarter, 1933                                  | 135                      | -                     | 6,415     | 785            | 11.8           | 3,156                              | 310      | 25        | 4.8            |
| July, 1933  | 26                       | -                     | 765       | 85             | 11.1           | 419                                | 40       | 1         | 5.2            |
| August, 1933  | 23                       | -                     | 96        | 13             | 18.8           | 108                                | 7        | 1         | 7.5            |
| September, 1933                                       | 21                       | -                     | 104       | 18             | 17.3           | 92                                 | 7        | 1         | 6.7            |
| October, 1933   | 26                       | -                     | 165       | 18             | 10.9           | 65                                 | 5        | 1         | 3.0            |
| November, 1933  | 13                       | -                     | 27        | 4              | 14.8           | 12                                 | -        | 1         | -              |
| December, 1933  | 8                        | -                     | 87        | 5              | 5.7            | 38                                 | 2        | 1         | 2.3            |
| WHOLESALEERS PROPER                                   | 475                      | 27.0                  | 17,882    | 2,715          | 15.2           | 13,314                             | 1,241    | 78        | 6.9            |
| Amusement and sporting goods                          | 4                        | 18.2                  | 17        | 9              | 52.9           | 12                                 | 3        | 1         | 17.6           |
| Automotive products                                   | 35                       | 24.6                  | 729       | 203            | 27.8           | 1,129                              | 102      | 1         | 14.0           |
| Chemicals   | 6                        | 18.2                  | 72        | 27             | 37.5           | 137                                | 10       | 1         | 13.9           |
| Clothing and furnishings                              | 4                        | 25.0                  | 175       | 14             | 8.0            | 46                                 | 3        | 1         | 1.7            |
| Coal  | 4                        | 9.3                   | 55        | 15             | 27.3           | 68                                 | 6        | 1         | 10.9           |
| Drugs and drug sundries                               | 3                        | 15.8                  | 78        | 12             | 15.4           | 56                                 | 9        | 1         | 11.5           |
| Dry goods   | 2                        | 16.7                  | 29        | 12             | 41.4           | 272                                | 11       | 1         | 37.9           |
| Electrical goods                                      | 13                       | 28.9                  | 346       | 89             | 25.7           | 448                                | 47       | 5         | 13.6           |
| Farm products—raw materials                           | 7                        | 14.6                  | 423       | 54             | 12.8           | 161                                | 17       | 2         | 4.0            |
| Farm products—consumer goods                          | 84                       | 27.4                  | 1,696     | 327            | 19.3           | 1,723                              | 153      | 13        | 9.0            |
| Farm supplies   | 14                       | 20.6                  | 337       | 40             | 11.9           | 237                                | 16       | 2         | 4.7            |
| Furniture and house furnishings                       | 7                        | 30.4                  | 730       | 90             | 12.3           | 217                                | 33       | 1         | 4.5            |
| Groceries and foods (except farm products)            | 113                      | 33.2                  | 4,751     | 526            | 11.1           | 2,671                              | 284      | 21        | 6.0            |
| Jewelry and optical goods                             | 2                        | 22.2                  | 62        | 5              | 8.1            | 25                                 | 4        | 1         | 6.5            |
| Lumber and building materials (other than metal)      | 9                        | 14.1                  | 599       | 135            | 22.5           | 783                                | 66       | 1         | 11.0           |
| Machinery, equipment and supplies (except electrical) | 19                       | 20.2                  | 456       | 122            | 26.8           | 670                                | 65       | 1         | 14.3           |
| Paper and its products                                | 12                       | 26.1                  | 292       | 65             | 22.3           | 315                                | 32       | 2         | 11.0           |
| Petroleum and its products                            | 12                       | 38.7                  | 687       | 119            | 17.3           | 428                                | 30       | 1         | 4.4            |
| Plumbing and heating equipment and supplies           | 4                        | 21.1                  | 13        | 6              | 46.2           | 48                                 | 5        | 1         | 25.1           |
| Tobacco and its products                              | 5                        | 10.0                  | 748       | 38             | 5.1            | 219                                | 26       | 1         | 5.5            |
| Waste materials                                       | 20                       | 16.9                  | 328       | 76             | 23.2           | 519                                | 39       | 5         | 11.9           |
| Beer  | 73                       | -                     | 4,104     | 485            | 11.8           | 1,779                              | 159      | 16        | 3.9            |
| Wines and spiritous liquors                           | 8                        | -                     | 289       | 56             | 19.4           | 186                                | 16       | 1         | 5.5            |
| All other kinds of business                           | 15                       | -                     | 866       | 190            | 21.9           | 955                                | 107      | 4         | 12.4           |
| MANUFACTURERS' SALES BRANCHES                         | 35                       | 12.8                  | 2,928     | 455            | 15.5           | 1,706                              | 224      | 2         | 7.7            |
| Automotive products                                   | 5                        | 29.4                  | 137       | 41             | 29.9           | 181                                | 25       | 1         | 18.2           |
| Drugs and drug sundries                               | 2                        | 40.0                  | 33        | 18             | 48.5           | 74                                 | 7        | -         | 21.2           |
| Groceries and foods (except farm products)            | 7                        | 10.3                  | 470       | 35             | 7.7            | 147                                | 26       | -         | 5.5            |
| Machinery, equipment and supplies (except electrical) | 11                       | 14.5                  | 427       | 107            | 25.1           | 515                                | 61       | -         | 14.3           |
| Metals (except scrap)                                 | 2                        | 28.6                  | 1,025     | 157            | 15.3           | 561                                | 59       | -         | 5.8            |
| All other kinds of business                           | 8                        | -                     | 836       | 98             | 11.7           | 228                                | 46       | 1         | 5.5            |

## APPENDIX B.—WHOLESALE ESTABLISHMENTS WHICH STARTED OPERATIONS SUBSEQUENT TO 1929,

## FOR SELECTED STATES

(All values expressed in thousands of dollars)

| Type of Establishment and Kind of Business            | Number of establishments | Per cent of total 1933 | Net sales | Total expenses |                | Man-months of full-time employment | Pay roll |           |                |
|---|--------------------------|------------------------|-----------|----------------|----------------|------------------------------------|----------|-----------|----------------|
|   |                          |                        |           | Amount         | % of net sales |                                    | Total    | Part-time | % of net sales |
| INDIANA (Continued)                                   |                          |                        |           |                |                |                                    |          |           |                |
| AGENTS AND BROKERS                                    | 64                       | 32.2                   | \$10,114  | \$334          | 3.3            | 1,177                              | \$159    | 48        | 1.6            |
| Drugs and drug sundries                               | 2                        | 66.7                   | 398       | 26             | 6.5            | 84                                 | 17       | -         | 4.5            |
| Electrical goods                                      | 2                        | 40.0                   | 5         | 1              | -              | 3                                  | 1        | -         | -              |
| Farm products—raw materials                           | 12                       | 24.0                   | 5,564     | 124            | 2.2            | 449                                | 61       | 1         | 1.1            |
| Farm products—consumer goods                          | 11                       | 39.3                   | 235       | 26             | 11.1           | 214                                | 15       | 1         | 6.4            |
| Furniture and house furnishings                       | 2                        | 28.6                   | 105       | 5              | 4.8            | -                                  | 1        | 1         | 1.0            |
| Groceries and foods (except farm products)            | 6                        | 21.4                   | 2,235     | 34             | 1.5            | 61                                 | 7        | 1         | .3             |
| Lumber and building materials (other than metal)      | 2                        | 40.0                   | 98        | 15             | 15.3           | 50                                 | 5        | 1         | 5.1            |
| Machinery, equipment and supplies (except electrical) | 7                        | 26.9                   | 84        | 15             | 17.9           | 70                                 | 7        | 1         | 8.3            |
| Metals (except scrap)                                 | 3                        | 75.0                   | 427       | 12             | 2.8            | 36                                 | 8        | 1         | 1.9            |
| Petroleum and its products                            | 4                        | 50.0                   | 119       | 8              | 6.7            | 36                                 | 5        | -         | 4.2            |
| Beer  | 5                        | -                      | 679       | 49             | 7.2            | 110                                | 26       | 2         | 3.8            |
| Wines and spirituous liquors                          | 2                        | -                      | 65        | 9              | 13.8           | 36                                 | 2        | -         | 3.1            |
| All other kinds of business                           | 6                        | -                      | 120       | 11             | 9.2            | 28                                 | 5        | 3         | 4.2            |
| ASSEMBLERS AND COUNTRY BUYERS                         | 188                      | 17.4                   | 3,296     | 303            | 9.2            | 1,964                              | 146      | 11        | 4.4            |
| Farm products—raw materials                           | 38                       | 10.1                   | 2,064     | 159            | 7.7            | 917                                | 76       | 3         | 3.7            |
| Farm products—consumer goods                          | 146                      | 21.3                   | 1,030     | 114            | 11.1           | 831                                | 53       | 7         | 5.1            |
| All other products                                    | 4                        | -                      | 202       | 30             | 14.9           | 216                                | 17       | 1         | 8.4            |
| ALL OTHERS 4/   | 154                      | 16.5                   | 7,101     | 1,402          | 19.7           | 5,926                              | 694      | 13        | 9.8            |

## SOUTH CAROLINA

| TOTAL FOR STATE                                       | 322 | 25.9 | 28,224 | 2,138 | 7.6  | 9,298 | 932 | 47 | 3.3  |
|---|-----|------|--------|-------|------|-------|-----|----|------|
| WHOLESALE PROPER                                      | 163 | 28.8 | 10,468 | 1,188 | 11.3 | 5,442 | 489 | 21 | 4.7  |
| MANUFACTURERS' SALES BRANCHES                         | 8   | 12.3 | 598    | 196   | 32.8 | 217   | 36  | 1  | 6.0  |
| AGENTS AND BROKERS                                    | 52  | 34.8 | 13,180 | 321   | 2.4  | 1,215 | 159 | 23 | 1.2  |
| ASSEMBLERS AND COUNTRY BUYERS                         | 51  | 32.7 | 1,379  | 49    | 2.6  | 227   | 14  | 2  | .7   |
| ALL OTHERS (petroleum and its products)               | 38  | 13.7 | 2,099  | 334   | 16.3 | 2,197 | 234 | 1  | 11.1 |
| (Period in which establishments began operations)     |     |      |        |       |      |       |     |    |      |
| Prior to January 1, 1933                              | 244 | -    | 21,617 | 1,937 | 8.5  | 8,112 | 793 | 30 | 3.7  |
| First quarter, 1933                                   | 6   | -    | 1,145  | 92    | 8.0  | 218   | 41  | -  | 3.6  |
| Second quarter, 1933                                  | 22  | -    | 1,514  | 58    | 3.8  | 306   | 21  | 1  | 1.4  |
| Third quarter, 1933                                   | 34  | -    | 3,848  | 142   | 3.7  | 628   | 74  | 16 | 1.9  |
| Fourth quarter, 1933                                  | 16  | -    | 100    | 9     | 9.0  | 34    | 3   | -  | 3.0  |
| WHOLESALE PROPER                                      | 163 | 29.9 | 10,468 | 1,188 | 11.3 | 5,442 | 489 | 21 | 4.7  |
| Automotive products                                   | 6   | 28.6 | 283    | 76    | 26.9 | 317   | 36  | 4  | 13.7 |
| Drugs and drug sundries                               | 3   | 25.0 | 14     | 4     | 28.6 | 31    | 1   | 1  | 7.1  |
| Dry goods   | 3   | 30.0 | 51     | 19    | 37.3 | 72    | 13  | 1  | 25.5 |
| Electrical goods                                      | 4   | 66.7 | 463    | 97    | 21.0 | 341   | 38  | 1  | 8.2  |
| Farm products—raw materials                           | 17  | 29.3 | 3,557  | 133   | 3.7  | 182   | 17  | 1  | .5   |
| Farm products—consumer goods                          | 17  | 37.0 | 429    | 123   | 28.7 | 605   | 49  | 1  | 11.4 |
| Farm supplies   | 8   | 24.2 | 235    | 28    | 11.9 | 204   | 16  | 1  | 6.8  |
| Groceries and foods (except farm products)            | 50  | 25.3 | 2,770  | 307   | 11.1 | 1,646 | 150 | 5  | 5.4  |
| Lumber and building materials (other than metal)      | 5   | 27.8 | 280    | 41    | 14.6 | 152   | 21  | 1  | 7.5  |
| Machinery, equipment and supplies (except electrical) | 6   | 26.1 | 212    | 24    | 11.3 | 93    | 10  | 1  | 4.7  |
| Petroleum and its products                            | 12  | 46.2 | 557    | 104   | 18.7 | 368   | 45  | 4  | 8.1  |
| Tobacco and its products (except leaf)                | 7   | 41.2 | 587    | 36    | 6.1  | 288   | 20  | 1  | 3.4  |

## APPENDIX B.—WHOLESALE ESTABLISHMENTS WHICH STARTED OPERATIONS SUBSEQUENT TO 1929,

## FOR SELECTED STATES

(All values expressed in thousands of dollars)

| Type of Establishment and Kind of Business            | Number of establishments | Percent of total 1933 | Net sales | Total expenses |                | Man-months of full-time employment | Pay roll |           |                |
|---|--------------------------|-----------------------|-----------|----------------|----------------|------------------------------------|----------|-----------|----------------|
|   |                          |                       |           | Amount         | % of net sales |                                    | Total    | Part-time | % of net sales |
| SOUTH CAROLINA (Continued)                            |                          |                       |           |                |                |                                    |          |           |                |
| WHOLESALESAERS PROPER<br>(Continued)                  |                          |                       |           |                |                |                                    |          |           |                |
| Waste materials                                       | 7                        | 31.8                  | \$218     | \$32           | 14.7           | 246                                | \$16     | 1/        | 7.3            |
| Beer  | 6                        | -                     | 261       | 34             | 13.0           | 140                                | 10       | 1         | 3.8            |
| All other kinds of business                           | 12                       | -                     | 571       | 130            | 22.8           | 757                                | 47       | 2         | 8.2            |
| MANUFACTURERS SALES BRANCHES                          | 8                        | 12.3                  | 598       | 196            | 32.8           | 217                                | 36       | 1/        | 6.0            |
| Farm products—consumer goods                          | 4                        | 80.0                  | 39        | 18             | 46.2           | 62                                 | 6        | -         | 15.4           |
| Groceries and foods (except farm products)            | 3                        | 8.6                   | 558       | 178            | 31.9           | 155                                | 30       | -         | 5.4            |
| All other products                                    | 1                        | -                     | 1         | 1              | -              | -                                  | 1/       | 1/        | -              |
| AGENTS AND BROKERS                                    | 62                       | 34.8                  | 13,180    | 321            | 2.4            | 1,215                              | 159      | 23        | 1.2            |
| Farm products—raw materials                           | 21                       | 27.6                  | 9,022     | 149            | 1.7            | 489                                | 70       | 18        | .8             |
| Farm products—consumer goods                          | 2                        | 28.6                  | 324       | 8              | 2.5            | 14                                 | 3        | 1/        | .9             |
| Farm supplies   | 11                       | 42.3                  | 1,117     | 3              | 2.6            | 17                                 | 1        | 1/        | .9             |
| Groceries and foods (except farm products)            | 15                       | 35.7                  | 3,009     | 65             | 2.2            | 262                                | 30       | 1         | 1.0            |
| Machinery, equipment and supplies (except electrical) | 2                        | 66.7                  | 169       | 51             | 30.2           | 254                                | 35       | 3         | 20.7           |
| All other kinds of business                           | 11                       | -                     | 539       | 45             | 8.3            | 179                                | 20       | 1         | 3.7            |
| ASSEMBLERS AND COUNTRY BUYERS                         | 51                       | 32.7                  | 1,879     | 49             | 2.6            | 227                                | 14       | 2         | .7             |
| Farm products—raw materials                           | 38                       | 29.2                  | 1,801     | 31             | 1.7            | 105                                | 8        | 2         | .4             |
| Farm products—consumer goods                          | 11                       | 50.0                  | 70        | 16             | 22.9           | 122                                | 6        | 1/        | 8.6            |
| All other products                                    | 2                        | -                     | 8         | 2              | 25.0           | -                                  | 1/       | 1/        | -              |
| ALL OTHERS (Petroleum and its products)               | 38                       | 13.7                  | 2,099     | 394            | 18.3           | 2,197                              | 234      | 1         | 11.1           |

## TEXAS

|   |       |      |         |        |      |        |       |     |      |
|---|-------|------|---------|--------|------|--------|-------|-----|------|
| TOTAL FOR STATE                                   | 1,832 | 24.3 | 131,494 | 15,257 | 11.6 | 62,580 | 6,699 | 429 | 5.1  |
| WHOLESALESAERS PROPER                             | 1,086 | 33.7 | 56,913  | 7,585  | 13.3 | 40,055 | 3,523 | 186 | 6.2  |
| MANUFACTURERS' SALES BRANCHES                     | 117   | 16.6 | 10,837  | 2,117  | 19.5 | 5,043  | 796   | 100 | 7.3  |
| AGENTS AND BROKERS                                | 122   | 30.7 | 27,386  | 542    | 2.0  | 1,648  | 220   | 23  | 0.8  |
| ASSEMBLERS AND COUNTRY BUYERS                     | 271   | 27.1 | 12,132  | 894    | 7.4  | 3,716  | 373   | 109 | 3.1  |
| ALL OTHERS  | 236   | 10.7 | 24,226  | 4,119  | 17.0 | 12,118 | 1,787 | 11  | 7.4  |
| (Period in which establishments began operations) |       |      |         |        |      |        |       |     |      |
| Prior to January 1, 1933                          | 1,238 | -    | 112,234 | 13,369 | 11.9 | 52,716 | 5,862 | 361 | 5.2  |
| First quarter, 1933                               | 69    | -    | 3,810   | 553    | 14.5 | 2,861  | 232   | 7   | 6.1  |
| Second quarter, 1933                              | 141   | -    | 7,762   | 653    | 8.0  | 3,659  | 309   | 11  | 4.0  |
| July, 1933  | 39    | -    | 2,072   | 190    | 9.2  | 763    | 84    | 9   | 4.1  |
| August, 1933                                      | 59    | -    | 779     | 124    | 15.9 | 434    | 43    | 2   | 6.2  |
| September, 1933                                   | 155   | -    | 3,710   | 277    | 7.5  | 1,483  | 114   | 8   | 3.1  |
| October, 1933                                     | 48    | -    | 254     | 42     | 16.5 | 224    | 21    | 5   | 8.3  |
| November, 1933                                    | 56    | -    | 698     | 64     | 9.2  | 298    | 23    | 5   | 3.3  |
| December, 1933                                    | 47    | -    | 175     | 15     | 8.6  | 92     | 6     | 1   | 3.4  |
| WHOLESALESAERS PROPER                             | 1,086 | 33.7 | 56,913  | 7,585  | 13.3 | 40,055 | 3,523 | 186 | 6.2  |
| Amusement and sporting goods                      | 9     | 32.1 | 336     | 106    | 31.5 | 351    | 42    | 1/  | 1.3  |
| Automotive products                               | 107   | 42.6 | 2,740   | 627    | 22.9 | 3,392  | 353   | 12  | 12.2 |
| Chemicals   | 8     | 36.4 | 279     | 76     | 27.2 | 234    | 26    | -   | 9.3  |
| Clothing and furnishings                          | 19    | 34.5 | 1,336   | 257    | 19.2 | 1,264  | 118   | 14  | 8.8  |
| Drugs and drug sundries                           | 6     | 15.4 | 273     | 44     | 16.1 | 225    | 17    | 1   | 6.2  |
| Dry goods   | 5     | 18.5 | 54      | 8      | 14.8 | 112    | 5     | 1/  | 9.3  |
| Electrical goods                                  | 20    | 28.2 | 2,230   | 323    | 14.5 | 1,238  | 151   | 2   | 6.8  |



APPENDIX B.—WHOLESALE ESTABLISHMENTS WHICH STARTED OPERATIONS SUBSEQUENT TO 1929,

FOR SELECTED STATES

(All values expressed in thousands of dollars)

| Type of Establishment and Kind of Business            | Number of establishments | Percent of total 1933 | Net sales | Total expenses |                | Man-months of full-time employment | Pay roll |           |                |
|---|--------------------------|-----------------------|-----------|----------------|----------------|------------------------------------|----------|-----------|----------------|
|   |                          |                       |           | Amount         | % of net sales |                                    | Total    | Part-time | % of net sales |
| TEXAS (Continued)                                     |                          |                       |           |                |                |                                    |          |           |                |
| WHOLESALE RETAILER                                    |                          |                       |           |                |                |                                    |          |           |                |
| (Continued)   |                          |                       |           |                |                |                                    |          |           |                |
| Farm products—raw materials                           | 19                       | 14.0                  | \$1,648   | 471            | 4.3            | 419                                | 331      | 33        | 1.9            |
| Farm products—consumer goods                          | 132                      | 33.3                  | 6,819     | 1,288          | 18.8           | 6,881                              | 641      | 32        | 9.0            |
| Farm supplies   | 24                       | 30.8                  | 1,207     | 128            | 10.6           | 650                                | 50       | 2         | 4.1            |
| Furniture and house furnishings                       | 9                        | 28.7                  | 730       | 117            | 16.0           | 411                                | 34       | 6         | 7.4            |
| Groceries and foods (except farm products)            | 255                      | 29.3                  | 13,654    | 1,465          | 10.7           | 10,489                             | 717      | 42        | 3.3            |
| Hardware  | 3                        | 6.0                   | 64        | 11             | 17.2           | 45                                 | 3        | —         | 7.8            |
| Jewelry and optical goods                             | 11                       | 52.4                  | 315       | 130            | 41.3           | 738                                | 58       | —         | 21.6           |
| Lumber and building materials (other than metal)      | 15                       | 16.9                  | 611       | 165            | 27.0           | 551                                | 35       | 7         | 9.0            |
| Machinery, equipment and supplies (except electrical) | 136                      | 34.6                  | 9,992     | 1,144          | 11.4           | 4,473                              | 320      | 21        | 3.2            |
| Metals (except scrap)                                 | 4                        | 28.6                  | 21        | 14             | 27.5           | 132                                | 11       | —         | 13.7           |
| Paper and its products                                | 7                        | 16.7                  | 142       | 22             | 15.5           | 136                                | —        | 1         | 7.7            |
| Petroleum and its products                            | 82                       | 33.9                  | 7,054     | 633            | 9.0            | 2,490                              | 234      | 8         | 3.6            |
| Plumbing and heating equipment and supplies           | 8                        | 28.6                  | 310       | 79             | 25.3           | 319                                | 33       | 1         | 10.2           |
| Tobacco and its products (except leaf)                | 22                       | 36.1                  | 3,253     | 104            | 3.2            | 599                                | 47       | 1         | 1.4            |
| Waste materials                                       | 29                       | 31.2                  | 136       | 39             | 28.7           | 246                                | 20       | 3         | 14.7           |
| Beer  | 122                      | —                     | 1,353     | 251            | 18.3           | 1,072                              | 90       | 5         | 6.7            |
| Wines and spiritous liquors                           | 8                        | —                     | 69        | 18             | 26.1           | 32                                 | 4        | 1         | 3.3            |
| All other kinds of business                           | 26                       | —                     | 2,337     | 453            | 17.8           | 3,318                              | 223      | 4         | 6.7            |
| MANUFACTURERS' SALES BRANCHES                         |                          |                       |           |                |                |                                    |          |           |                |
| Amusement and sporting goods                          | 3                        | 23.1                  | 907       | 307            | 33.8           | 844                                | 103      | 1         | 11.4           |
| Automotive products                                   | 8                        | 21.1                  | 518       | 113            | 21.8           | 223                                | 40       | —         | 7.7            |
| Drugs and drug sundries                               | 3                        | 33.0                  | 248       | 49             | 20.0           | 433                                | 106      | —         | 20.4           |
| Dry goods   | 3                        | 42.9                  | 194       | 13             | 6.7            | 82                                 | 6        | —         | 3.1            |
| Electrical goods                                      | 3                        | 15.8                  | 466       | 89             | 19.1           | 325                                | 38       | —         | 8.2            |
| Groceries and foods (except farm products)            | 24                       | 14.9                  | 1,549     | 354            | 22.9           | 836                                | 122      | 3         | 7.9            |
| Machinery, equipment and supplies (except electrical) | 52                       | 23.0                  | 3,384     | 326            | 10.3           | 1,671                              | 303      | 68        | 5.7            |
| Metals (except scrap)                                 | 5                        | 14.7                  | 703       | 38             | 5.4            | 108                                | 23       | 1         | 3.3            |
| Beer  | 4                        | —                     | 80        | 9              | 11.3           | 84                                 | 5        | —         | 6.3            |
| All other kinds of business                           | 12                       | —                     | 344       | 123            | 22.6           | 425                                | 54       | 7         | 9.9            |
| AGENTS AND BROKERS                                    |                          |                       |           |                |                |                                    |          |           |                |
| Automotive products                                   | 8                        | 75.0                  | 149       | 36             | 24.2           | 113                                | 13       | 1         | 10.1           |
| Drugs and drug sundries                               | 3                        | 50.0                  | 311       | 63             | 10.3           | 136                                | 36       | —         | 5.9            |
| Dry goods   | 5                        | 55.5                  | 706       | 17             | 2.4            | 47                                 | 9        | 1         | 1.3            |
| Electrical goods                                      | 4                        | 50.0                  | 57        | 5              | 8.8            | 16                                 | 1        | —         | —              |
| Farm products—raw materials                           | 6                        | 28.7                  | 15,135    | 134            | 0.9            | 338                                | 63       | 6         | 0.4            |
| Farm products—consumer goods                          | 11                       | 19.0                  | 1,933     | 56             | 2.9            | 27                                 | 16       | 2         | 0.8            |
| Farm supplies   | 4                        | 66.7                  | 463       | 21             | 4.3            | 98                                 | 2        | 1         | 3.4            |
| Groceries and foods (except farm products)            | 18                       | 25.4                  | 6,212     | 83             | 1.3            | 364                                | 32       | 2         | 0.3            |
| Lumber and building materials (other than metal)      | 3                        | 11.1                  | 247       | 5              | 2.0            | 12                                 | 1        | —         | 0.4            |
| Machinery, equipment and supplies (except electrical) | 17                       | 40.5                  | 259       | 40             | 14.9           | 48                                 | 17       | 9         | 6.3            |
| Metals (except scrap)                                 | 3                        | 37.5                  | 27        | 4              | 14.8           | 4                                  | 1        | —         | —              |
| Petroleum and its products                            | 4                        | 80.0                  | 96        | 13             | 13.5           | 79                                 | 7        | 1         | 7.3            |
| Plumbing and heating equipment and supplies           | 3                        | 37.3                  | 73        | 6              | 8.2            | 24                                 | 2        | —         | 2.7            |
| All other kinds of business                           | 14                       | —                     | 1,366     | 59             | 4.3            | 350                                | 20       | 1         | 1.9            |
| ASSEMBLERS AND COUNTRY BUYERS                         |                          |                       |           |                |                |                                    |          |           |                |
| Farm products—raw materials                           | 105                      | 17.2                  | 6,946     | 216            | 3.1            | 879                                | 89       | 13        | 1.3            |
| Farm products—consumer goods                          | 161                      | 43.3                  | 3,057     | 659            | 13.2           | 2,746                              | 179      | 94        | 3.3            |
| All other products                                    | 5                        | —                     | 129       | 9              | 7.0            | 89                                 | 5        | 1         | 3.0            |
| ALL OTHERS  |                          |                       |           |                |                |                                    |          |           |                |
| Groceries and foods (except farm products)            | 236                      | 10.7                  | 24,226    | 4,119          | 17.0           | 12,118                             | 1,787    | 11        | 7.4            |
| Petroleum and its products                            | 6                        | 31.6                  | 2,139     | 112            | 5.2            | 533                                | 58       | 1         | 2.7            |
|   | 230                      | 10.6                  | 22,087    | 4,007          | 18.1           | 11,933                             | 1,721    | 11        | 7.7            |

## APPENDIX B.—WHOLESALE ESTABLISHMENTS WHICH STARTED OPERATIONS SUBSEQUENT TO 1929,

## FOR SELECTED STATES

(All values expressed in thousands of dollars)

| Type of Establishment and Kind of Business                                 | Number of establishments | Percent of total 1933 | Net sales | Total expenses |                | Man-months of full-time employment | Pay roll |           |                |
|--|--------------------------|-----------------------|-----------|----------------|----------------|------------------------------------|----------|-----------|----------------|
|  |                          |                       |           | Amount         | % of net sales |                                    | Total    | Part-time | % of net sales |
| OREGON   |                          |                       |           |                |                |                                    |          |           |                |
| TOTAL FOR STATE  | 296                      | 22.4                  | \$28,673  | \$3,000        | 10.5           | 10,155                             | \$1,219  | \$68      | 4.3            |
| WHOLESALESPROPER   | 176                      | 24.5                  | 13,147    | 1,728          | 13.1           | 6,577                              | 727      | 40        | 5.5            |
| MANUFACTURERS' SALES BRANCHES  | 18                       | 10.5                  | 752       | 218            | 29.0           | 584                                | 88       | 4         | 11.7           |
| AGENTS AND BROKERS   | 35                       | 41.2                  | 8,165     | 210            | 2.6            | 487                                | 68       | 3         | .8             |
| ASSEMBLERS AND COUNTRY BUYERS  | 15                       | 22.7                  | 590       | 156            | 26.4           | 527                                | 68       | 15        | 11.5           |
| ALL OTHERS   | 54                       | 18.9                  | 6,019     | 688            | 11.4           | 1,980                              | 268      | 6         | 4.5            |
| (Period in which establishments began operations) Prior to January 1, 1933 | 215                      | -                     | 16,764    | 2,312          | 13.8           | 8,279                              | 965      | 50        | 5.8            |
| First quarter, 1933  | 12                       | -                     | 811       | 110            | 13.6           | 450                                | 55       | 8         | 6.8            |
| Second quarter, 1933   | 28                       | -                     | 3,727     | 318            | 8.5            | 970                                | 129      | 2         | 3.5            |
| Third quarter, 1933  | 30                       | -                     | 6,529     | 235            | 3.6            | 404                                | 65       | 8         | 1.0            |
| Fourth quarter, 1933   | 13                       | -                     | 842       | 85             | 3.0            | 52                                 | 5        | -         | 0.6            |
| WHOLESALESPROPER   | 176                      | 24.5                  | 13,147    | 1,728          | 13.1           | 6,577                              | 727      | 40        | 5.5            |
| Amusement and sporting goods   | 3                        | 33.3                  | 275       | 98             | 35.1           | 156                                | 27       | -         | 9.7            |
| Automotive products  | 21                       | 29.2                  | 624       | 173            | 27.7           | 787                                | 85       | 4         | 13.6           |
| Chemicals  | 3                        | 16.7                  | 128       | 14             | 10.9           | 84                                 | 7        | -         | 5.5            |
| Clothing and furnishings   | 7                        | 41.2                  | 210       | 37             | 17.6           | 104                                | 14       | 2         | 6.7            |
| Drugs and drug sundries  | 6                        | 66.7                  | 218       | 24             | 11.0           | 138                                | 12       | -         | 5.5            |
| Dry goods  | 2                        | 25.0                  | 394       | 60             | 15.2           | 300                                | 17       | -         | 4.3            |
| Electrical goods   | 4                        | 30.8                  | 230       | 75             | 32.6           | 153                                | 20       | 1         | 8.7            |
| Farm products—consumer goods   | 17                       | 18.1                  | 1,195     | 235            | 19.7           | 976                                | 98       | 7         | 8.2            |
| Farm supplies  | 3                        | 12.0                  | 13        | 2              | 23.1           | -                                  | -        | -         | -              |
| Furniture and house furnishings  | 3                        | 21.4                  | 14        | 4              | 28.6           | 12                                 | 4        | 2         | 28.6           |
| Groceries and foods (except farm products)                                 | 36                       | 24.7                  | 3,913     | 396            | 10.1           | 1,392                              | 158      | 6         | 4.0            |
| Hardware   | 3                        | 17.6                  | 58        | 11             | 19.0           | 38                                 | 5        | -         | 8.6            |
| Lumber and building materials (other than metal)                           | 11                       | 22.0                  | 636       | 89             | 14.0           | 800                                | 65       | 3         | 10.2           |
| Machinery, equipment and supplies (except electrical)                      | 19                       | 22.1                  | 677       | 130            | 19.2           | 462                                | 66       | 3         | 9.7            |
| Paper and its products   | 2                        | 11.8                  | 39        | 6              | 15.4           | 28                                 | 3        | -         | 7.7            |
| Petroleum and its products   | 9                        | 69.2                  | 701       | 139            | 19.8           | 405                                | 58       | 2         | 8.3            |
| Plumbing and heating equipment and supplies                                | 4                        | 33.3                  | 198       | 58             | 29.3           | 285                                | 32       | 7         | 16.2           |
| Tobacco and its products (except leaf)                                     | 3                        | 27.3                  | 267       | 14             | 5.2            | 48                                 | 5        | -         | 1.9            |
| Waste materials  | 6                        | 28.6                  | 46        | 15             | 32.6           | 30                                 | 6        | 1         | 13.0           |
| Beer   | 3                        | -                     | 48        | 8              | 16.7           | 22                                 | 1        | -         | 2.1            |
| All other kinds of business  | 11                       | -                     | 3,259     | 140            | 4.3            | 327                                | 44       | -         | 1.4            |
| MANUFACTURERS' SALES BRANCHES  | 18                       | 10.5                  | 752       | 218            | 29.0           | 584                                | 88       | 4         | 11.7           |
| Electrical goods   | 2                        | 18.2                  | 37        | 7              | 18.9           | 12                                 | 3        | 1         | 8.1            |
| Groceries and foods (except farm products)                                 | 3                        | 7.1                   | 348       | 80             | 23.0           | 132                                | 23       | 1         | 6.6            |
| Machinery, equipment and supplies (except electrical)                      | 5                        | 11.6                  | 168       | 72             | 42.9           | 268                                | 38       | -         | 22.6           |
| All other kinds of business  | 8                        | -                     | 199       | 59             | 29.6           | 172                                | 24       | 2         | 12.1           |
| AGENTS AND BROKERS   | 35                       | 41.2                  | 8,165     | 210            | 2.6            | 487                                | 68       | 3         | .8             |
| Clothing and furnishings   | 6                        | 85.7                  | 320       | 10             | 3.1            | -                                  | 1        | 1         | .3             |
| Farm products—raw materials  | 4                        | 50.0                  | 5,069     | 104            | 2.1            | 153                                | 28       | -         | .6             |
| Farm products—consumer goods   | 5                        | 41.7                  | 556       | 30             | 5.4            | 76                                 | 12       | -         | 2.3            |
| Groceries and foods (except farm products)                                 | 4                        | 30.8                  | 1,789     | 12             | .7             | 52                                 | 6        | -         | .3             |
| Machinery, equipment and supplies (except electrical)                      | 3                        | 30.0                  | 48        | 5              | 10.4           | 12                                 | 2        | 1         | 4.2            |
| All other kinds of business  | 13                       | -                     | 383       | 49             | 12.8           | 194                                | 19       | 1         | 5.0            |

APPENDIX B.—WHOLESALE ESTABLISHMENTS WHICH STARTED OPERATIONS UNDER THE ACT OF 1932,  
FOR SELECTED STATES

FOR SELECTED STATES

(All values expressed in thousands of dollars)

| Type of Establishment and Kind of Business | Number of establishments | Percent of total 1933 | Net sales | Total expenses |                | Man-months of full-time employment | Pay roll |           |                |
|--|--------------------------|-----------------------|-----------|----------------|----------------|------------------------------------|----------|-----------|----------------|
|  |                          |                       |           | Amount         | % of net sales |                                    | Total    | Part-time | % of net sales |
| OREGON (Continued)                         |                          |                       |           |                |                |                                    |          |           |                |
| Wholesalers and country buyers             | 15                       | 22.7                  | 3,590     | 1,156          | 26.4           | 527                                | \$68     | \$15      | 11.5           |
| Farm products—raw materials                | 6                        | 30.0                  | 120       | 17             | 14.2           | 107                                | 9        | 2         | 7.5            |
| Farm products—consumer goods               | 8                        | 21.6                  | 433       | 115            | 26.6           | 312                                | 48       | 13        | 11.1           |
| All other products                         | 1                        | -                     | 37        | 24             | 64.9           | 108                                | 11       | -         | 29.7           |
| ALL OTHERS                                 | 54                       | 18.9                  | 6,019     | 688            | 11.4           | 1,980                              | 268      | 6         | 4.5            |
| Groceries and foods (except farm products) | 3                        | 60.0                  | 1,850     | 64             | 3.4            | 312                                | 34       | 1         | 1.8            |
| Petroleum and its products                 | 51                       | 18.3                  | 4,159     | 624            | 15.0           | 1,688                              | 234      | 5         | 5.6            |

CALIFORNIA

| TOTAL FOR STATE                                       | 3,164 | 28.6  | 218,191 | 27,451 | 12.6 | 96,034 | 12,174 | 721 | 5.6  |
|---|-------|-------|---------|--------|------|--------|--------|-----|------|
| WHOLESALES PROPER                                     | 2,249 | 33.8  | 92,848  | 15,474 | 16.7 | 63,694 | 7,082  | 445 | 7.6  |
| MANUFACTURERS' SALES BRANCHES                         | 207   | 14.6  | 23,214  | 3,374  | 14.5 | 9,528  | 1,567  | 68  | 6.8  |
| AGENTS AND BROKERS                                    | 393   | 31.4  | 41,407  | 2,154  | 5.2  | 5,776  | 917    | 70  | 2.2  |
| ASSEMBLERS AND COUNTRY BUYERS                         | 128   | 18.7  | 17,794  | 2,631  | 14.8 | 7,833  | 1,139  | 113 | 6.4  |
| ALL OTHERS  | 187   | 17.8  | 42,928  | 3,818  | 8.9  | 9,206  | 1,469  | 25  | 6.4  |
| (Period in which establishments began operations)     |       |       |         |        |      |        |        |     |      |
| Prior to January 1, 1933                              | 2,153 | -     | 182,077 | 22,965 | 12.6 | 80,438 | 10,342 | 567 | 5.7  |
| First quarter, 1933                                   | 135   | -     | 11,111  | 1,089  | 9.8  | 3,877  | 420    | 28  | 3.8  |
| Second quarter, 1933                                  | 274   | -     | 2,545   | 1,784  | 18.4 | 6,516  | 687    | 59  | 4.9  |
| July, 1933  | 107   | -     | 1,780   | 331    | 18.6 | 1,971  | 203    | 13  | 6.0  |
| August, 1933  | 98    | -     | 2,885   | 369    | 12.8 | 1,233  | 155    | 21  | 8.7  |
| September, 1933                                       | 101   | -     | 1,324   | 215    | 16.2 | 1,107  | 155    | 6   | 5.4  |
| October, 1933   | 106   | -     | 825     | 115    | 13.9 | 373    | 45     | 3   | 5.4  |
| November, 1933  | 96    | -     | 1,497   | 215    | 14.4 | 589    | 83     | 4   | 5.5  |
| December, 1933  | 104   | -     |         |        |      |        |        |     |      |
| WHOLESALES PROPER                                     | 2,249 | 33.8  | 92,848  | 15,474 | 16.7 | 63,694 | 7,082  | 445 | 7.6  |
| Amusement and sporting goods                          | 45    | 33.13 | 1,395   | 483    | 34.6 | 1,516  | 170    | 4   | 12.2 |
| Automotive products                                   | 222   | 34.7  | 5,351   | 1,398  | 26.1 | 6,948  | 669    | 27  | 12.5 |
| Chemicals   | 44    | 29.3  | 821     | 231    | 28.1 | 1,035  | 112    | 4   | 13.6 |
| Clothing and furnishings                              | 89    | 45.9  | 3,346   | 495    | 14.8 | 2,098  | 208    | 27  | 6.2  |
| Coal  | 2     | 11.1  | 23      | 8      | 34.8 | 10     | 4      | 3   | 17.4 |
| Drugs and drug sundries                               | 42    | 38.2  | 637     | 177    | 27.8 | 684    | 61     | 1   | 9.6  |
| Dry goods   | 46    | 26.5  | 1,855   | 258    | 13.9 | 1,250  | 136    | 6   | 7.5  |
| Electrical goods                                      | 90    | 42.5  | 3,541   | 944    | 28.3 | 4,087  | 473    | 22  | 14.2 |
| Farm products—raw materials                           | 16    | 16.2  | 2,119   | 141    | 6.7  | 416    | 54     | 2   | 2.5  |
| Farm products—consumer goods                          | 287   | 31.0  | 15,939  | 3,343  | 20.0 | 11,878 | 1,467  | 87  | 10.5 |
| Farm supplies   | 22    | 20.6  | 1,118   | 173    | 15.5 | 616    | 71     | 2   | 6.4  |
| Furniture and house furnishings                       | 78    | 39.8  | 1,369   | 335    | 24.5 | 1,533  | 162    | 15  | 11.8 |
| General merchandise                                   | 2     | 16.7  | 154     | 25     | 16.2 | 80     | 6      | 3   | 3.9  |
| Groceries and foods (except farm products)            | 420   | 32.5  | 23,438  | 2,850  | 12.2 | 12,089 | 1,354  | 83  | 5.8  |
| Hardware  | 13    | 17.3  | 419     | 121    | 28.9 | 306    | 43     | 1   | 10.3 |
| Jewelry and optical goods                             | 24    | 20.2  | 546     | 92     | 26.4 | 452    | 47     | 3   | 13.5 |
| Lumber and building materials (other than metal)      | 37    | 18.0  | 1,808   | 363    | 21.2 | 1,544  | 221    | 26  | 12.2 |
| Machinery, equipment and supplies (except electrical) | 151   | 22.9  | 3,822   | 762    | 19.7 | 3,909  | 376    | 21  | 9.8  |
| Metals (except scrap)                                 | 23    | 25.0  | 482     | 127    | 26.3 | 339    | 32     | 3   | 6.6  |
| Paper and its products                                | 26    | 24.1  | 602     | 109    | 21.7 | 662    | 49     | 1   | 9.8  |
| Petroleum and its products                            | 58    | 45.3  | 5,110   | 498    | 9.7  | 1,526  | 191    | 10  | 3.7  |
| Printing and heating equipment and supplies           | 39    | 33.6  | 1,652   | 336    | 20.3 | 1,439  | 161    | 10  | 9.7  |
| Tobacco and its products (except leaf)                | 28    | 28.6  | 8,005   | 481    | 5.4  | 2,574  | 258    | 1   | 3.2  |

APPENDIX B.—WHOLESALE ESTABLISHMENTS WHICH STARTED OPERATIONS SUBSEQUENT TO 1929,  
FOR SELECTED STATES

(All values expressed in thousands of dollars)

| Type of Establishment and Kind of Business            | Number of establishments | Percent of total 1933 | Net sales     | Total expenses |                | Man-months of full-time employment | Pay roll     |            |              |
|---|--------------------------|-----------------------|---------------|----------------|----------------|------------------------------------|--------------|------------|--------------|
|   |                          |                       |               | Amount         | % of net sales |                                    | Total        | Part-time  | % of net sal |
| <b>CALIFORNIA (Continued)</b>                         |                          |                       |               |                |                |                                    |              |            |              |
| <b>WHOLESALESAERS PROPER</b>                          |                          |                       |               |                |                |                                    |              |            |              |
| (Continued)   |                          |                       |               |                |                |                                    |              |            |              |
| Waste materials                                       | 51                       | 33.3                  | \$1,022       | \$236          | 23.1           | 1,172                              | \$108        | 57         | 10.8         |
| Beer  | 51                       | -                     | 2,367         | 318            | 13.4           | 1,103                              | 130          | 6          | 5.5          |
| Wines and spirituous liquors                          | 146                      | -                     | 4,755         | 726            | 15.3           | 2,681                              | 308          | 30         | 6.5          |
| All other products                                    | 217                      | 29.2                  | 3,652         | 464            | 13.3           | 1,749                              | 211          | 40         | 5.8          |
| <b>MANUFACTURERS' SALES BRANCHES</b>                  | <b>207</b>               | <b>14.6</b>           | <b>23,214</b> | <b>3,374</b>   | <b>14.5</b>    | <b>9,528</b>                       | <b>1,567</b> | <b>68</b>  | <b>6.8</b>   |
| Amusement and sporting goods                          | 6                        | 19.4                  | 1,023         | 121            | 11.8           | 481                                | 70           | 1          | 6.8          |
| Automotive products                                   | 13                       | 18.6                  | 1,877         | 373            | 16.7           | 803                                | 120          | 10         | 6.4          |
| Chemicals   | 14                       | 15.4                  | 2,264         | 271            | 12.0           | 719                                | 146          | 12         | 6.4          |
| Clothing and furnishings                              | 17                       | 23.3                  | 1,615         | 165            | 11.5           | 608                                | 99           | 2          | 6.1          |
| Drugs and drug sundries                               | 10                       | 30.3                  | 1,559         | 441            | 28.3           | 645                                | 128          | 1          | 8.2          |
| Dry goods   | 18                       | 33.3                  | 2,726         | 159            | 5.8            | 620                                | 96           | 1          | 3.5          |
| Electrical goods                                      | 13                       | 19.7                  | 4,324         | 498            | 11.3           | 1,277                              | 218          | 2          | 5.0          |
| Furniture and house furnishings                       | 9                        | 21.4                  | 525           | 114            | 21.7           | 411                                | 59           | 1          | 11.2         |
| Groceries and foods (except farm products)            | 12                       | 5.9                   | 1,930         | 185            | 9.6            | 445                                | 88           | 3          | 4.6          |
| Hardware  | 3                        | 14.3                  | 84            | 12             | 14.3           | 32                                 | 5            | 1          | 6.0          |
| Jewelry and optical goods                             | 3                        | 10.0                  | 873           | 142            | 16.3           | 423                                | 86           | -          | 9.9          |
| Lumber and building materials (other than metal)      | 3                        | 4.1                   | 84            | 47             | 56.0           | 112                                | 25           | -          | 29.8         |
| Machinery, equipment and supplies (except electrical) | 33                       | 10.6                  | 1,312         | 329            | 25.1           | 1,279                              | 169          | 12         | 12.9         |
| Metals (except scrap)                                 | 7                        | 8.6                   | 1,390         | 162            | 11.7           | 498                                | 94           | -          | 6.8          |
| Paper and its products                                | 9                        | 20.9                  | 485           | 149            | 30.7           | 230                                | 45           | 2          | 9.3          |
| Plumbing and heating equipment and supplies           | 3                        | 6.4                   | 26            | 5              | 19.2           | 14                                 | 1            | 1          | 17.5         |
| Tobacco and its products (except leaf)                | 3                        | 23.1                  | 164           | 55             | 33.5           | 146                                | 31           | 1          | 18.9         |
| All other kinds of business                           | 31                       | -                     | 955           | 196            | 20.5           | 784                                | 87           | 22         | 9.1          |
| <b>AGENTS AND BROKERS</b>                             | <b>393</b>               | <b>31.4</b>           | <b>41,407</b> | <b>2,154</b>   | <b>5.2</b>     | <b>5,776</b>                       | <b>917</b>   | <b>70</b>  | <b>2.2</b>   |
| Amusement and sporting goods                          | 5                        | 18.5                  | 214           | 17             | 7.9            | 76                                 | 6            | 2          | 2.8          |
| Automotive products                                   | 16                       | 42.1                  | 265           | 39             | 14.7           | 215                                | 18           | 1          | 6.8          |
| Chemicals   | 11                       | 33.3                  | 2,015         | 74             | 3.7            | 254                                | 34           | 1          | 1.7          |
| Clothing and furnishings                              | 33                       | 33.0                  | 3,037         | 124            | 4.1            | 416                                | 42           | 2          | 1.4          |
| Drugs and drug sundries                               | 9                        | 50.0                  | 154           | 16             | 10.4           | 38                                 | 4            | 1          | 2.6          |
| Dry goods   | 57                       | 43.8                  | 4,579         | 107            | 2.3            | 226                                | 32           | 9          | 0.7          |
| Electrical goods                                      | 19                       | 32.8                  | 642           | 81             | 12.6           | 365                                | 37           | 3          | 5.8          |
| Farm products—raw materials                           | 13                       | 34.2                  | 5,678         | 123            | 2.2            | 200                                | 29           | 1          | 0.5          |
| Farm products—consumer goods                          | 43                       | 27.9                  | 7,323         | 562            | 7.7            | 1,284                              | 238          | 15         | 5.9          |
| Farm supplies   | 6                        | 75.0                  | 366           | 70             | 19.1           | 80                                 | 11           | 1          | 5.0          |
| Furniture and house furnishings                       | 20                       | 34.5                  | 1,715         | 69             | 4.0            | 206                                | 29           | 10         | 1.7          |
| Groceries and foods (except farm products)            | 17                       | 10.2                  | 8,374         | 202            | 2.4            | 436                                | 64           | 7          | 0.8          |
| Hardware  | 8                        | 18.6                  | 441           | 51             | 7.0            | 154                                | 17           | 1          | 3.9          |
| Jewelry and optical goods                             | 4                        | 15.4                  | 89            | 12             | 13.5           | 24                                 | 1            | -          | 1.1          |
| Lumber and building materials (other than metal)      | 9                        | 27.3                  | 466           | 36             | 7.7            | 129                                | 16           | 1          | 3.4          |
| Machinery, equipment and supplies (except electrical) | 64                       | 39.5                  | 1,674         | 234            | 14.0           | 703                                | 104          | 13         | 6.2          |
| Metals (except scrap)                                 | 5                        | 27.8                  | 413           | 16             | 3.9            | 72                                 | 11           | 1          | 2.7          |
| Paper and its products                                | 7                        | 33.3                  | 274           | 20             | 7.3            | 215                                | 9            | 1          | 3.3          |
| Petroleum and its products                            | 8                        | 61.5                  | 1,349         | 186            | 13.8           | 220                                | 103          | 1          | 7.6          |
| Plumbing and heating equipment and supplies           | 8                        | 40.0                  | 71            | 16             | 22.5           | 113                                | 7            | -          | 9.9          |
| Waste materials                                       | 2                        | 33.3                  | 34            | 4              | 11.8           | -                                  | -            | -          | -            |
| All other kinds of business                           | 29                       | -                     | 2,236         | 115            | 5.1            | 380                                | 55           | 4          | 7.5          |
| <b>ASSEMBLERS AND COUNTRY BUYERS</b>                  | <b>128</b>               | <b>18.7</b>           | <b>17,794</b> | <b>2,651</b>   | <b>14.8</b>    | <b>7,833</b>                       | <b>1,139</b> | <b>113</b> | <b>6.4</b>   |
| Farm products—raw materials                           | 12                       | 30.0                  | 2,930         | 67             | 2.3            | 190                                | 27           | 4          | 0.9          |
| Farm products—consumer goods                          | 105                      | 17.4                  | 14,426        | 2,439          | 17.0           | 7,364                              | 1,054        | 106        | 7.3          |
| Farm supplies   | 5                        | 62.5                  | 327           | 44             | 13.5           | 144                                | 27           | 2          | 8.3          |

## APPENDIX B.—WHOLESALE ESTABLISHMENTS WHICH STARTED OPERATIONS SUBSEQUENT TO 1929,

## FOR SELECTED STATES

(All values expressed in thousands of dollars)

| Type of Establishment and Kind of Business | Number of establish-ments | Per- cent of total 1933 | Net sales     | Total expenses |                | Max-imum of full-time employment | Pay roll     |           |                |
|--|---------------------------|-------------------------|---------------|----------------|----------------|----------------------------------|--------------|-----------|----------------|
|  |                           |                         |               | Amount         | % of net sales |                                  | Total        | Part-time | % of net sales |
| CALIFORNIA (Continued)                     |                           |                         |               |                |                |                                  |              |           |                |
| ASSEMBLERS AND COUNTRY STORES              |                           |                         |               |                |                |                                  |              |           |                |
| (Continued)                                |                           |                         |               |                |                |                                  |              |           |                |
| Groceries and foods (except farm products) | 3                         | 2.5                     | \$53          | \$14           | 22.2           | 22                               | \$4          | \$1       | 5.3            |
| All other products                         | 3                         | 33.3                    | 46            | 47             | 37.9           | 113                              | 27           | 2         | 56.3           |
| <b>ALL OTHERS</b>                          | <b>187</b>                | <b>17.6</b>             | <b>42,222</b> | <b>3,513</b>   | <b>8.3</b>     | <b>9,203</b>                     | <b>1,457</b> | <b>25</b> | <b>3.4</b>     |
| Farm products—consumer goods               | 3                         | 27.5                    | 1,855         | 204            | 10.7           | 508                              | 72           | 3         | 3.7            |
| Groceries and foods (except farm products) | 6                         | 23.0                    | 7,857         | 201            | 2.5            | 331                              | 32           | 2         | 1.2            |
| Petroleum and its products                 | 177                       | 17.5                    | 32,777        | 3,353          | 10.2           | 7,843                            | 1,277        | 19        | 3.5            |
| All other kinds of business                | 1                         | -                       | 829           | 54             | 6.5            | 156                              | 23           | 1         | 4.5            |

1/ Less than \$500.

2/ Includes 1 establishment dealing in chemicals; 1 in clothing and furnishings; 1 in drugs and drug sundries; 1 in electrical goods; 1 in furniture and house furnishings; 1 in groceries and foods (except farm products); 1 in machinery, equipment and supplies (except electrical) and 1 in tobacco and its products (except leaf).

3/ Includes 2 establishments dealing in farm products—raw materials; 1 in machinery, equipment and supplies (except electrical) and 1 in all other products.

4/ Includes 1 establishment dealing in general merchandise; 1 in groceries and foods (except farm products) and 132 in petroleum and its products.

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