

Census
REF
HF
3007
.U55x
1933d

For Reference

Not to be taken from this room

CENSUS OF AMERICAN BUSINESS
WHOLESALE DISTRIBUTION: 1933

UNITED STATES SUMMARY
OF
WHOLESALE TRADE

KIND OF BUSINESS IN DETAIL
1933 AND 1929

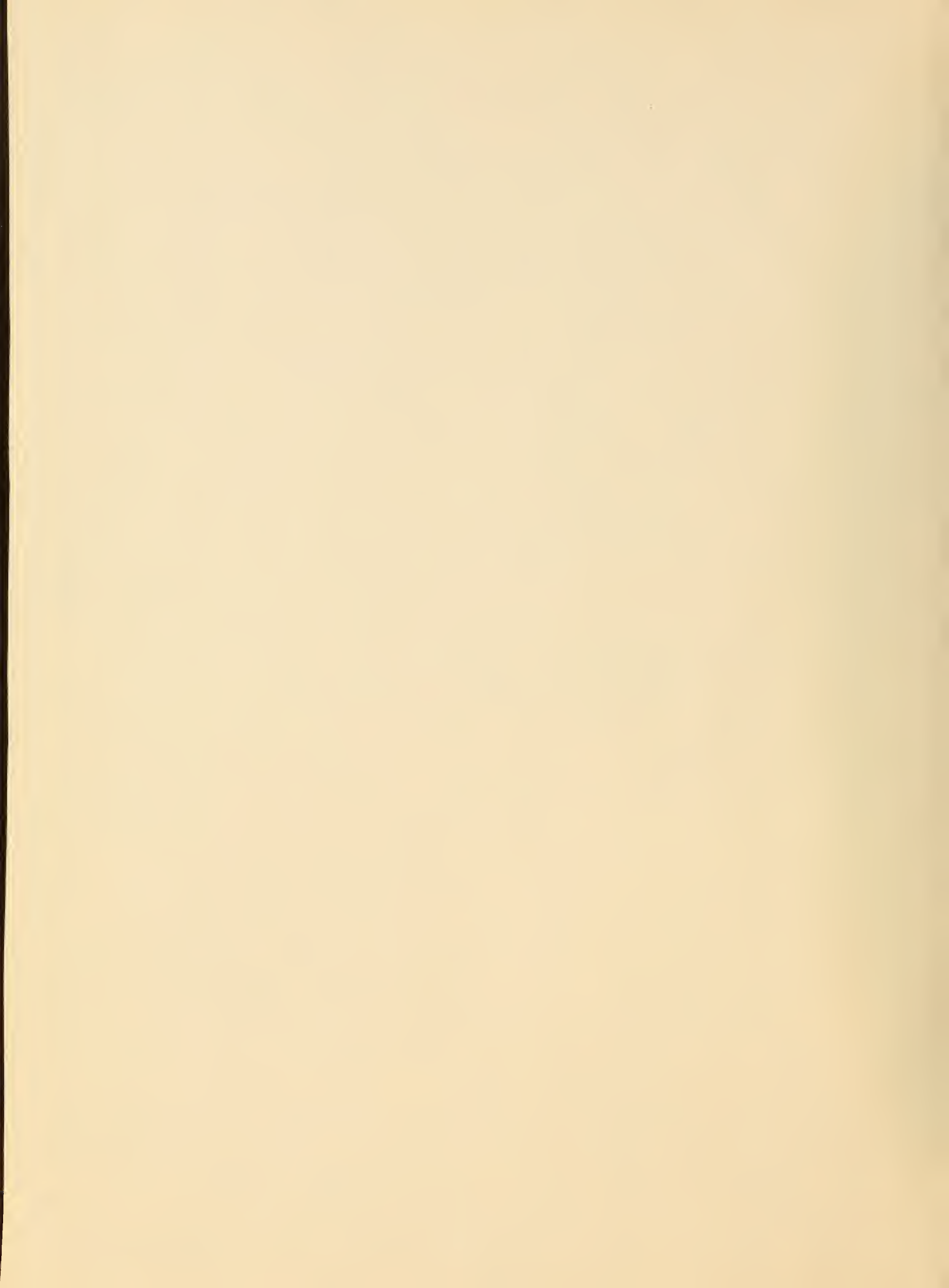
LIBRARY
BUREAU OF THE CENSUS

Census of Business 1935. HF 3007
Wholesale Distribution. .U55x
Drug Wholesaling 1935h

50673010444589

16772d





Census
REF
HF
3007
.455x
1933x

Census
T
343065
UN3x
1933
2.2

U. S. DEPARTMENT OF COMMERCE
Daniel C. Roper, Secretary
U. S. BUREAU OF THE CENSUS.
William L. Austin, Director

CENSUS OF AMERICAN BUSINESS
WHOLESALE DISTRIBUTION: 1933

UNITED STATES SUMMARY OF WHOLESALE TRADE

KIND OF BUSINESS IN DETAIL
1933 AND 1929



BUREAU OF THE CENSUS LIBRARY

HF 3007
A 425
1933 1/2

U. S. DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

—o—

BUREAU OF THE CENSUS

William L. Austin, Director

—o—

This is one of a series of reports 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 reports are 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.

UNITED STATES SUMMARY OF WHOLESALE TRADE
KIND OF BUSINESS IN DETAIL
1933 AND 1929

In this report are presented comparative statistics on wholesale trade for the years 1933 and 1929. Data are shown, first, by type of establishment; second, by kind of business in detail for all types of establishments combined; and third, by kind of business in detail for each of the important types of wholesale organizations.

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 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 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.

To facilitate comparisons every effort has been made to have classifications for 1933, both by type of establishment and kind of business, similar to those presented for 1929. It should be remembered, however, that the two censuses are not exactly alike due largely to differences in canvass, coverage, and classification. The differences in canvass, as in Pennsylvania, were due largely to conditions over which the Bureau had no control. As to differences in coverage, establishments with annual sales of \$1,000, or \$500 in the case of assemblers and country buyers, are not included in the 1933 figures but were included in 1929. On the other hand, cream stations are included in the figures for 1933 but were not included to any large extent in 1929. These differences naturally affect the number of establishments materially although they have little influence on the volume of business.

Differences in classification were due to the abbreviated schedule used in 1933 and to the methods employed in classifying wholesale establishments. The 1929 schedule made provision for comprehensive commodity information which was not called for on the form used in 1933. Some shifts in classification may have resulted from the fact that the establishments were classified in 1933 primarily on the basis of the information contained in the report submitted for that year; in most cases no account was taken of the classification of the establishment in 1929. A certain latitude, therefore, must be allowed for variations between the kind of business classifications which may have been caused by the lack of uniformity in phraseology used by enumerators throughout the country.

WHOLESALE TRADE, BY TYPE OF ORGANIZATION.--In presenting the data for the United States, 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 (See Table 1).

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," perform 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 in 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.

Of the total number of wholesale establishments in the United States, 50.5 percent were wholesalers proper and 10.3 percent represented manufacturers' sales branches; 0.3 percent were chain store warehouses; 15.9 percent constituted bulk tank stations; 14.6 percent were assemblers and country buyers; while agents and brokers accounted for 8.4 percent of the total. The total volume of wholesale business was distributed as follows: wholesalers proper, 40.5 percent; manufacturers' sales branches, 23.4 percent; chain store warehouses, 4.5 percent; bulk tank stations, 5.9 percent; assemblers and country buyers, 5.4 percent; and agents and brokers, 20.3 percent. Of the manufacturers' sales branches, 73.7 percent carried stocks and did almost 68 percent of the business. Among the agents and brokers, manufacturers' agents were the most numerous, but commission merchants led from the standpoint of volume of business.

The total number of wholesale establishments declined but 3.3 percent since 1929. However, declines were not registered by all types of wholesale establishments, nor were the declines uniform in size. For example, increases in numbers are shown by bulk tank stations and by wholesalers proper, the former having an increase of 33.5 percent in the number of establishments, as compared with 1929, and the latter registering an increase of 3.8 percent. On the other hand, assemblers and country buyers showed a decrease of 30 percent in the number of establishments, followed by agents and brokers with a decrease of 24.9 percent.

The total volume of business reported by wholesale establishments for the year 1933 was 53.5 percent less than the amount of business done by such establishments during 1929. The largest decrease in volume of business was reported by assemblers and country buyers, with a 63 percent decline, while the smallest decreases were reported by bulk tank stations and chain store warehouses, the decline in volume being 21.2 percent and 25.8 percent, respectively.

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. For example, a wholesaler of silks and velvets obviously deals in dry goods and must, therefore, be classified in the dry goods group. However, it would not be proper to compare the operations of such a concern with those of wholesalers of notions or with wholesalers handling a general line of dry goods. For this reason the establishment wholesaling silks and velvets, while included in the dry goods group total, is classified under the subdivision "piece goods" so that comparisons may be made of homogeneous businesses.

The importance of breaking down wholesale establishments into detailed kind of business classifications becomes apparent as soon as one attempts to make specific use of the figures. Trade associations, code authorities, economists, and statisticians may thus determine, from the data shown in Table 2, the total number of wholesale establishments operating in a given line of business, their net sales, operating expenses, the average number of full-time employees engaged in such trade, the pay roll disbursed during the year 1933, and the stocks on hand at the end of the year. These data can be compared, first, with similar information for 1929 in order to discern changes and, second, with similar data for other kinds of business as a means of determining the relative importance, operating costs, etc. of the kind of business under consideration.

Total stocks on hand in the various wholesale establishments operating in a given line of business constitute an interesting and important item of information, showing the amounts of merchandise in the wholesale channels at a given time. It is of utmost importance, however, not to confuse kind of business information with commodity data. The two are quite different. For example, wholesale establishments are classified as electric refrigerator concerns because the bulk of their business is in such merchandise and not because they handle refrigerators to the exclusion of all other goods. On the other hand, electric refrigerators are handled also by wholesale establishments in the automotive trade, by hardware wholesalers, and by wholesalers engaged principally in the sale of other merchandise than electrical goods. Consequently, it would be erroneous to regard the business of electric refrigerator wholesale establishments as synonymous with the business in electric refrigerators as a commodity.



TYPES OF ESTABLISHMENTS, BY KIND OF BUSINESS.--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. This has been done in Table 3 of this report. 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 manufacturer's sales branches in the same line of trade. Such comparisons are of special interest to individual business enterprises and to the student of marketing.

Moreover, the information contained in Table 3 is specific and pointed. To illustrate, under Wholesalers Proper, the classification known as "Groceries and Foods (except farm products)" is shown to be composed of wholesalers handling a general line of groceries, wholesalers specializing in confectionery and soft drinks, wholesalers of fish and sea foods, wholesalers of meats and meat products, and wholesalers handling other food and grocery specialties. For the entire grocery and food group the figures for 1933 show an increase in the number of establishments of 18.8 percent, as compared with 1929. However, wholesalers of general line groceries decreased in numbers during the same period by 35 percent, while wholesalers of confectionery and soft drinks increased in numbers by 41 percent. The increase in the number of establishments specializing in fish and sea foods was 29.7 percent, in the case of meats and meat products the increase was 2.5 percent, while wholesalers dealing in other food and grocery specialties a little more than doubled in the number of establishments. Obviously, the figure showing a change in the total number of wholesalers dealing in groceries and foods would be of little value to a wholesaler handling a general line of such items, or to any of the wholesalers specializing in some limited line of groceries.

From the standpoint of business volume, a detailed kind of business analysis throws much additional light. Illustrating again with wholesalers dealing in groceries and foods, the decrease in business in 1933 as compared with 1929 for the group as a whole was 42.1 percent, although the number of establishments for the group as a whole increased 18.8 percent. In contrast to the increase in the number of establishments for the group as a whole, it is significant to note that wholesalers handling a general line of groceries decreased in numbers to the extent of 35 percent but the decline in their business was only 51.7 percent. On the other hand, wholesalers specializing in confectionery and soft drinks, while showing a healthy growth in numbers (41 percent increase) reported a decline in volume for the group of 30 percent. Similarly interesting is the fact that wholesalers dealing in "other food and grocery specialties" showed an increase of 100.7 percent in the number of establishments but a decline in volume of business of 21.4 percent. From these figures it would appear that, on the basis of average sales per establishment, general line wholesale grocers fared better during the depression than did specialty wholesalers in the grocery business.

Operating expenses reveal other important differences between wholesale establishments of the same type due largely to differences in the degree of specialization in merchandise. Wholesalers handling a general line of groceries reported a cost of doing business of 9.9 percent of net sales, as against 14.3 percent for specialty wholesalers in the grocery business, 14.5 percent for wholesalers of meats and meat products, 18.4 percent for wholesalers of confectionery and soft drinks, and 19.7 percent for wholesalers of fish and sea foods.

From the statistics presented in this report, particularly in Table 3, it should be possible for every wholesale establishment to compare its accomplishments with those of others operating on a similar basis. It should also be possible for anyone interested in a single line of business to compile from the data in Table 3 a table which sets forth the relevant information by type of establishment in detail. An example of such a compilation for hardware wholesaling is appended below. Those interested in general line hardware wholesaling may exclude from the figures concerns dealing in hardware specialty lines exclusively.



HARDWARE WHOLESALE TRADE FOR THE UNITED STATES, BY TYPE OF ESTABLISHMENT

1933 AND 1929

(All values expressed in thousands of dollars)

Type of establishment and kind of business	Number of establishments		Net sales		Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929	1933	1929	Amount	% of sales		Total	Per- time	
Total	1,495	1,789	\$394,180	\$866,158	\$79,035	20.1	30,103	\$42,117	\$557	\$120,030
WHOLESALEERS PROPER	1,176	1,249	342,066	714,528	73,277	21.4	28,407	39,147	533	115,162
MANUFACTURERS' SALES BRANCHES	131	195	34,140	79,489	4,491	13.2	1,289	2,363	13	4,508
With stocks	97	...	20,811	...	3,753	18.1	1,123	1,950	12	4,508
Without stocks (Spe- cialty lines)	34	...	13,329	...	733	5.5	166	413	1	...
CHAIN STORE WAREHOUSES	4	1	597	508	166	27.2	78	84	...	197
AGENTS AND BROKERS	184	344	17,377	71,648	1,101	6.3	389	523	11	163
Brokers	6	11	735	1,618	24	3.3	11	11	...	...
Commission merchants	4	1	178	13	17	9.6	5	6	...	7
Export agents	7	11	419	5,657	65	15.5	17	23	...	...
Import agents	4	...	74	...	17	23.0	6	9	...	1
Manufacturers' agents	145	270	13,783	51,460	863	6.3	248	413	8	106
Selling agents	18	46	2,138	9,571	115	5.3	42	56	3	49
Other agents	...	5	...	3,314	...	...	...	...	...	...

TABLE 1 - SUMMARY OF WHOLESALE TRADE FOR THE UNITED STATES: 1933

BY TYPE OF ESTABLISHMENT

(All values are expressed in thousands of dollars. A leader indicates no information or an amount less than \$500.)

Type of establishment and kind of business	Number of establishments		Net sales		Percent change	Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/4	1933	1929 1/4		Amount	% of sales		Total	Part-time	
Total	164,101	146,634	\$32,050,504	\$69,950,108	-53.5	\$3,693,801	11.5	1,094,676	\$170,441	\$59,804	\$2,266,699
WHOLESALE PROPER 2/	82,844	79,784	12,959,914	29,238,220	-55.9	1,942,201	15.0	636,194	925,451	30,784	1,971,093
MANUFACTURERS' SALES BRANCHES 5/	16,542	17,096	7,496,226	16,535,917	-54.1	926,715	12.5	231,799	424,831	6,537	544,124
With stocks	12,417	4/	3,089,489	4/		739,466	14.9	192,224	335,861	5,185	543,690
Without stocks	4,425	4/	2,406,737	4/		177,249	7.4	39,575	88,990	1,352	434
BULK TANK STATIONS 5/	26,176	19,611	1,884,644	2,390,213	-21.2	372,514	19.8	95,787	152,752	2,141	140,650
CHAIN STORE WAREHOUSES	462	559	1,431,563	1,929,661	-25.3	64,767	4.5	18,450	28,382	518	65,204
ASSEMBLERS AND COUNTRY BUYERS	23,961	34,236	1,756,903	4,749,332	-63.0	173,120	9.9	61,975	77,202	15,764	192,507
Assemblers of farm products	11,283	21,684	718,583	2,304,250	-68.3	77,757	10.8	28,106	36,021	10,187	98,306
Cooperative marketing associations 2/	2,729	4,208	665,682	1,458,366	-54.4	64,250	9.7	20,657	27,915	4,573	44,371
Cream stations	2,802	4/	34,631	4/		5,664	16.4	2,959	2,495	175	818
Elevators 6/	7,087	8,134	333,002	986,756	-63.7	25,449	7.5	10,153	11,781	824	48,412
AGENTS AND BROKERS	13,616	18,358	5,501,254	14,256,695	-54.4	207,694	3.2	50,773	101,822	4,060	52,141
Brokers	3,414	3,659	2,068,370	4,037,844	-48.3	54,354	1.6	8,243	16,545	557	6,581
Commission merchants	3,127	3,479	2,223,893	4,694,334	-52.6	71,598	3.2	17,740	35,919	1,444	22,372
Export agents	240	260	135,126	398,559	-66.1	5,736	4.2	1,640	2,372	60	1,406
Import agents	179	85	39,541	57,138	-11.6	3,330	6.4	424	326	23	1,559
Manufacturers' agents	4,972	6,937	573,964	1,775,355	-67.7	38,901	6.8	10,362	18,531	813	9,994
Selling agents	1,234	3,260	988,231	2,682,663	-62.5	41,349	4.2	6,444	20,639	411	9,371
Other agents	650	628	441,109	370,682	-34.2	12,116	2.7	3,920	6,652	752	856

See footnotes at end of Table 3.



TABLE 2 - SUMMARY OF WHOLESALE TRADE FOR THE UNITED STATES: 1933

ALL TYPES OF ESTABLISHMENTS IN ALL LINES OF BUSINESS

(All values expressed in thousands of dollars. A dash indicates no information or an amount less than \$500.)

Type of establishment and kind of business	Number of establishments			Net sales			Total expenses		Full-time employees		Pay roll		Stocks on hand (end of year)
	1933	1932/	Percent change	1933	1932/	Percent change	Amount	% of sales	(average)	Total	Per employee	(end of year)	
Total	164,101	149,634	+ 3.3	32,620,504	32,220,108	+ 1.2	37,024,901	11.4	1,024,978	21,770,447	256,104	2,265,236	
Amusement and sporting goods	1,549	1,446	+ 7.1	270,498	288,400	- 6.6	48,533	18.0	14,359	24,186	264	12,725	
Cameras and motion picture equipment and supplies	67	108	- 14.9	32,382	80,844	- 60.0	3,031	9.4	997	1,767	10	2,056	
Moving picture films	443	534	- 20.6	159,648	243,417	- 34.8	27,302	17.1	7,528	24,355	267	2,500	
Sporting goods (general line)	200	261	- 23.8	23,928	74,112	- 67.7	6,312	26.4	3,140	4,37	33	5,225	
Toys, novelties, and fireworks	508	272	+ 83.0	33,652	49,216	- 33.7	6,506	19.8	2,222	3,018	102	5,942	
All other	312	177	+ 76.3	32,908	37,797	- 39.4	5,444	23.6	1,416	2,310	146	4,285	
Automotive products	4,303	4,600	+ 37.0	874,239	2,255,825	- 61.2	164,928	18.8	56,108	22,064	1,032	122,104	
Automobiles and other motor vehicles	678	743	- 8.7	249,975	1,526,347	- 79.6	37,031	15.5	12,533	19,242	211	21,311	
Automotive equipment (including accessories and parts)	4,708	3,202	+ 47.0	323,360	642,574	- 49.7	63,224	25.7	21,025	43,815	633	74,403	
Tires and tubes	917	655	+ 40.0	300,934	386,604	- 22.2	42,421	14.1	9,305	18,437	186	26,100	
Chemicals	2,470	2,233	+ 10.8	648,529	1,105,602	- 41.7	101,948	15.7	22,427	43,655	522	72,423	
Dyestuffs	100	75	+ 26.6	27,387	48,700	- 43.8	7,956	17.0	1,424	3,377	11	5,228	
Explosives	100	118	- 15.3	24,484	107,252	- 77.2	4,500	18.8	867	2,165	46	2,821	
Industrial chemicals	382	549	- 30.4	271,857	402,045	- 44.9	25,284	9.3	5,029	11,718	79	24,905	
Naval stores	54	65	- 16.9	55,655	65,522	- 57.4	2,009	5.0	420	793	25	2,312	
Paints and varnishes	1,221	1,027	+ 18.9	166,177	304,952	- 45.5	41,022	24.7	11,276	16,252	235	30,427	
All other	613	395	+ 55.2	100,769	146,080	- 31.0	21,041	20.5	3,429	5,992	76	7,704	
Clothing and furnishings	4,374	5,519	- 20.7	904,045	2,160,859	- 58.4	108,210	11.9	20,227	52,143	1,341	32,547	
Clothing and furnishings (general line)	283	425	- 33.4	55,627	133,730	- 58.5	4,357	7.8	1,333	1,965	102	4,243	
Clothing, men's and boys'	476	569	- 16.0	77,029	214,264	- 64.0	8,234	10.7	2,443	4,294	135	11,547	
Clothing, women's and children's	977	989	- 1.2	262,150	312,790	- 16.2	23,828	9.1	7,028	12,321	458	6,250	
Furnishings (general line)	275	213	- 12.1	53,099	115,322	- 54.0	5,028	10.7	1,606	2,970	46	4,687	
Furnishings, men's and boys'	601	697	- 6.9	104,353	207,979	- 48.6	15,848	16.2	4,316	7,325	241	11,795	
Furnishings, women's and children's	328	217	+ 5.6	34,125	104,411	- 67.5	5,104	15.1	1,511	2,473	95	5,558	
Hosiery	361	420	- 14.0	131,522	300,338	- 56.2	8,975	6.8	2,063	4,482	72	3,975	
Millinery and millinery supplies	475	469	- 2.9	46,840	118,023	- 59.6	6,901	14.7	2,496	3,401	98	6,171	
Shoes and other footwear	406	756	- 34.4	226,520	560,672	- 59.6	29,120	12.9	7,240	16,311	127	24,417	
Clothing second-hand	7/	62	7/	7/	3,547	7/	7/	7/	7/	7/	7/	7/	
Furs, dressed, and fur clothing	7/	242	7/	7/	70,024	7/	7/	7/	7/	7/	7/	7/	
Gloves	7/	122	7/	7/	37,408	7/	7/	7/	7/	7/	7/	7/	
Other clothing and furnishings	7/	16	7/	7/	2,884	7/	7/	7/	7/	7/	7/	7/	
Coal	1,371	1,343	+ 2.1	631,808	1,160,290	- 45.5	52,675	8.3	12,324	24,121	1,123	25,461	
Drugs and drug sundries	1,553	1,713	- 9.0	521,213	844,419	- 38.2	90,173	17.3	25,122	39,300	455	80,413	
Drugs (general line)	404	638	- 36.7	345,422	575,100	- 40.1	44,068	12.8	15,196	21,516	255	36,372	
Drugs (specialty lines)	359	308	+ 16.6	79,675	72,332	+ 8.9	20,110	25.2	4,714	6,805	45	11,134	
Patent medicines	136	217	- 37.3	19,512	57,754	- 66.7	5,827	29.9	671	1,420	23	1,754	
Toilet articles and preparations	375	303	+ 21.1	46,454	96,334	- 51.8	14,847	32.0	2,626	5,103	92	3,623	
All other	280	247	+ 13.4	31,590	45,889	- 31.2	5,321	16.6	1,612	2,521	33	3,295	
Dry goods	4,733	5,160	- 7.4	2,242,322	3,802,558	- 41.0	170,642	7.6	47,394	27,520	652	205,805	
Dry goods (general line)	632	1,071	- 41.0	344,753	889,362	- 60.6	45,274	10.2	16,334	23,602	257	46,024	
Knit goods	428	257	+ 66.5	106,095	72,707	+ 45.9	11,528	10.9	3,355	5,725	234	9,472	
Notions	874	996	- 12.2	120,922	166,266	- 27.3	18,100	15.0	6,720	9,723	102	17,403	
Piece goods	2,235	2,696	- 15.2	1,515,382	2,824,281	- 46.3	88,978	5.9	24,678	44,850	451	100,031	
All other	577	160	+ 260.6	55,234	50,106	+ 10.2	6,643	12.0	1,619	3,427	62	8,743	
Electrical goods	3,222	3,870	- 16.5	705,411	2,423,149	- 71.0	121,695	17.3	37,341	61,243	806	103,124	
Electrical appliances, equipment and supplies	2,511	2,692	- 13.2	557,991	1,839,226	- 69.7	93,592	16.8	29,266	48,593	647	57,774	
Radios and radio equipment	533	608	- 33.9	63,224	491,521	- 87.1	12,810	15.4	3,656	6,090	101	9,721	
Refrigerators	168	172	+ 9.3	64,196	104,222	- 38.4	15,283	23.8	4,415	7,365	33	7,639	
Farm products - raw materials	16,808	27,212	- 42.2	3,828,558	11,718,453	- 67.2	175,289	4.7	45,155	70,548	6,331	426,355	
Cotton	2,116	5,234	- 59.6	881,505	3,021,610	- 71.2	42,492	4.8	6,007	10,229	221	192,564	
Grain	9,229	12,168	- 24.3	1,185,720	3,791,265	- 68.8	89,863	5.1	16,521	26,625	1,617	154,275	
Hides, skins, and furs (raw)	1,233	1,503	- 18.2	166,523	524,027	- 68.2	12,921	7.3	1,922	5,321	272	23,614	
Horses and mules	227	252	- 9.0	21,400	36,923	- 41.1	1,637	7.2	425	511	176	592	
Livestock	2,533	7,283	- 64.6	997,632	3,170,319	- 68.5	31,023	3.1	6,922	10,522	645	2,670	
Silk (raw)	22	33	- 33.3	72,269	170,948	- 57.3	2,191	3.0	240	653	1	7,268	
Tobacco (leaf)	822	1,003	- 18.0	277,985	469,142	- 40.8	22,159	8.0	5,343	11,227	1,077	77,624	
Wool and mohair	264	403	- 34.5	187,279	324,001	- 43.9	12,260	6.5	1,898	4,125	102	26,142	
All other	312	1,693	- 81.6	59,425	155,445	- 61.3	3,765	6.7	670	875	112	3,723	
Farm products - consumer goods	23,655	20,866	+ 13.2	3,121,075	5,805,111	- 45.6	408,542	12.8	123,221	201,924	16,621	31,627	
Dairy products (general line)	1,721	256	+ 563.6	399,336	474,650	- 37.0	51,777	27.4	25,120	38,674	333	10,120	
Butter	347	56	+ 507.5	56,795	1,383	- 97.4	3,605	10.3	1,283	1,653	63	6,211	
Cheese	364	367	- 0.8	50,966	336,230	- 84.3	11,453	12.3	1,938	7,428	29	1,421	
Milk and cream	3,043	797	+ 382.5	113,577	242,924	- 53.5	24,572	21.5	9,173	11,727	269	1,077	
All other dairy products	582	261	+ 100.0	78,217	66,977	+ 16.8	24,544	31.5	7,230	16,630	137	1,021	
Poultry and poultry products	3,608	3,830	- 5.8	316,427	780,795	- 59.4	30,529	9.7	11,645	18,294	1,374	7,623	
Dairy and poultry products	3,607	3,691	+ 3.1	358,798	370,160	- 3.0	48,820	10.3	16,174	28,828	1,077	14,627	
Fruits and vegetables (fresh)	9,057	11,194	- 19.1	1,717,523	3,252,975	- 47.2	173,741	10.1	55,231	76,324	12,979	34,174	
All other	345	4/	7/	51,207	2/	7/	6,020	11.8	2,558	2,022	274	2,230	
Farm supplies	2,445	1,973	+ 23.1	303,516	899,272	- 66.5	60,957	14.0	17,025	21,324	1,024	35,724	
Feed	1,522	1,222	+ 24.6	169,508	671,080	- 74.3	18,173	10.7	7,021	8,321	459	13,078	
Fertilizer	379	279	+ 35.8	103,036	167,470	- 38.0	11,638	11.2	3,250	4,427	131	14,007	
Sods	447	316	+ 41.5	67,026	116,062	- 41.5	16,197	27.0	5,240	7,199	321	18,042	
All other	100	94	+ 6.4	23,924	23,673	+ 1.2	3,141	13.1	944	1,609	55	2,661	



TABLE 2 - SUMMARY OF WHOLESALE TRADE FOR THE UNITED STATES: 1933

Type of establishment and kind of business	Number of establishments			Net sales			Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929	Percent change	1933	1929	Percent change	Amount	% of sales		Total	Per-time	
Furniture and house furnishings	2,794	2,977	- 6.5	\$304,656	\$304,082	-0.2	459,946	16.9	14,860	\$28,464	\$ 934	\$60,000
China, glassware and crockery	317	411	-22.9	33,195	26,779	+23.7	6,122	17.1	1,779	3,976	16	6,477
Floor coverings	395	463	-14.7	126,298	320,078	-60.9	13,495	10.7	3,339	6,601	198	39,286
Furniture	750	1,146	-35.3	82,630	344,030	-76.0	16,036	18.2	5,103	7,988	293	10,839
House furnishings (except as specified)	1,223	779	+57.0	94,650	131,328	-27.7	19,761	19.9	6,220	8,679	479	19,282
Musical instruments and sheet music	119	178	-33.2	15,043	59,242	-74.2	6,832	42.4	2,171	3,280	76	6,306
General merchandise	195	370	-47.8	245,319	595,066	-59.2	22,031	9.1	6,584	8,654	177	24,131
Groceries and foods (except farm products)	23,835	22,005	+ 8.3	7,525,567	13,259,533	-43.2	712,377	9.5	221,319	326,653	3,113	495,460
Groceries (general line)	4,023	6,500	-41.7	2,276,205	5,200,417	-50.5	159,197	7.3	63,344	97,105	1,266	245,922
Confectionery and soft drinks	3,832	2,959	+29.5	262,257	553,242	-50.8	33,956	19.1	17,365	23,588	650	18,109
Fish and sea foods	1,680	1,443	+29.8	166,533	245,682	-31.6	29,377	17.6	10,144	15,241	1,221	7,622
Meats and meat products	3,222	3,605	-10.5	1,110,156	3,102,236	-64.2	111,693	10.1	33,997	53,882	1,050	32,312
Other food and grocery specialties	10,872	7,094	+53.3	3,290,463	4,333,903	-21.8	323,069	9.7	86,533	133,233	3,102	191,761
Hardware	1,495	1,739	-16.4	394,130	666,153	-54.3	78,035	20.1	20,110	42,117	557	120,033
Hardware (general line)	739	1,227	-39.8	309,994	751,594	-58.9	64,956	21.0	25,346	34,632	441	102,134
Hardware (specialty lines)	756	512	+48.5	84,136	114,559	-24.5	14,079	16.7	4,764	7,485	115	17,898
Jewelry and optical goods	2,071	2,365	-22.4	143,833	494,561	-70.0	35,064	23.6	11,129	16,936	317	45,762
Jewelry (general line)	756	1,092	-31.1	52,740	192,764	-71.5	10,591	19.5	3,245	5,049	159	16,532
Clocks and watches	159	140	+13.6	413.6	13,324	-66.6	3,691	15.6	845	1,606	12	5,421
Diamonds and other precious stones	241	497	-51.5	15,511	124,722	-87.7	1,994	13.0	440	736	25	8,791
Other jewelry specialties	397	190	+109.9	27,604	65,865	-58.1	55,923	21.5	1,766	2,731	75	7,791
Optical goods	518	440	+17.7	32,104	44,492	-27.2	12,775	39.8	4,833	6,824	36	6,243
Lumber and building materials (other than metal)	3,713	5,513	-32.7	522,075	2,144,052	-75.7	94,612	16.1	22,739	47,365	3,595	79,735
Lumber and millwork	1,605	2,291	-30.3	218,565	1,134,205	-81.0	32,055	14.9	10,192	15,468	1,149	35,003
Asbestos products	101	124	-18.5	26,335	75,610	-64.9	4,545	17.1	1,149	2,598	93	681
Brick and tile	231	423	-45.0	25,174	98,855	-74.5	4,613	18.5	1,050	2,380	135	5,222
Cement	191	153	+25.9	39,766	142,725	-72.1	7,207	18.1	1,561	3,613	130	4,264
Glass	374	254	+47.2	76,998	89,449	-13.9	11,430	14.8	3,723	6,809	733	8,866
All other	1,311	2,268	-41.9	138,247	603,206	-77.1	34,783	25.2	10,963	16,897	1,272	20,789
Machinery, equipment and supplies (except electrical)	11,448	11,855	- 3.4	1,264,412	3,058,130	-58.7	263,359	21.2	84,123	159,855	4,199	247,665
Commercial machinery, equipment and supplies	2,010	1,804	+11.4	123,013	250,329	-49.8	36,259	29.3	15,276	22,410	236	19,475
Office equipment and supplies (except furniture)	942	589	+59.9	73,873	72,521	+ 1.9	22,767	30.8	10,500	15,222	155	8,474
Store equipment and supplies	265	585	-54.5	9,264	58,322	-84.1	2,765	29.8	355	1,366	52	1,515
All other	602	630	+27.3	42,876	120,086	-64.5	11,327	23.4	3,840	5,761	199	9,437
Construction machinery, equipment and supplies	589	492	+18.3	53,275	132,690	-59.5	12,419	23.3	5,633	6,052	150	12,643
Construction machinery	89	175	-50.0	7,227	55,621	-86.9	1,693	23.2	418	600	56	3,494
Road machinery and equipment	191	119	+60.5	22,259	30,765	-27.7	5,375	24.2	1,495	2,439	22	5,053
All other	309	201	+53.7	23,789	46,271	-48.7	5,347	22.5	1,720	2,763	92	4,106
Farm and dairy machinery and equipment	801	560	+43.0	117,173	335,823	-69.6	35,165	23.3	10,793	15,915	417	55,340
Industrial machinery, equipment and supplies	5,019	6,142	-18.3	671,334	1,643,630	-59.3	114,594	17.1	35,719	59,739	2,563	103,832
Bottles and bottling equipment	272	190	+43.2	27,440	56,437	-51.7	4,050	14.5	1,062	1,813	44	5,233
Mechanical tools	150	297	-49.5	25,311	102,160	-75.0	2,315	11.0	747	1,297	82	3,533
Mechanical rubber goods	162	174	- 6.3	21,474	63,435	-66.1	5,221	19.5	947	1,574	38	2,003
Mill and mine supplies (general line)	1,350	1,418	- 4.8	134,396	410,973	-68.1	35,604	19.5	11,472	18,197	864	33,192
All other	3,885	4,063	-24.1	412,561	1,005,697	-60.2	68,834	16.7	19,451	36,433	1,319	41,936
Professional equipment and supplies	1,078	1,000	+ 7.8	119,263	207,816	-42.6	30,719	29.5	10,214	15,230	607	25,354
Dental equipment and supplies	313	337	- 6.5	20,669	46,767	-57.1	9,580	31.2	3,161	4,909	42	5,512
Surgical, medical and hospital equipment and supplies	334	335	- 0.3	26,442	56,413	-49.6	8,006	23.1	2,450	4,041	98	4,560
All other	429	328	+30.8	62,152	104,636	-41.4	13,133	21.8	4,603	6,260	561	11,892
Service equipment and supplies	1,446	1,439	+ 0.5	101,723	201,093	-49.4	29,087	29.6	9,077	14,487	222	20,910
Barber and beauty parlor equipment and supplies	629	532	+ 8.1	37,020	50,443	-26.4	8,481	31.4	3,210	4,154	66	6,222
Laundry equipment and supplies	181	141	+28.4	24,999	46,216	-46.8	6,495	26.4	1,710	3,250	47	4,197
Other service equipment and supplies	636	716	-11.2	50,109	104,439	-52.0	14,111	23.2	4,157	7,040	109	10,391
Transportation equipment and supplies	505	412	+22.6	75,563	230,379	-67.3	11,526	15.3	2,411	6,002	156	6,097
Aircraft and aeronautical equipment and supplies	11	14	-21.4	4,250	2,341	+81.5	776	16.3	42	224	***	240
Railroad equipment and supplies	239	257	- 7.0	41,038	201,942	-79.2	3,406	15.3	831	3,465	95	1,230
All other	255	141	+80.9	29,330	26,595	+10.3	4,344	14.9	506	2,310	59	4,618
Metals (except scrap)	1,977	2,277	-13.2	1,227,714	4,439,810	-72.3	77,462	6.3	19,157	39,592	1,222	62,757
Iron and steel	1,316	1,643	-19.9	917,941	2,839,954	-67.7	50,163	5.5	13,736	27,195	1,509	66,075
Sheet metal products	175	253	-30.8	34,734	202,459	-82.8	2,401	25.6	1,650	2,645	224	8,350
Other metal and metal works	486	381	+27.5	275,039	1,397,397	-80.3	21,698	8.0	3,761	9,751	51	11,314
Paper and its products	2,849	3,103	- 8.2	600,525	1,132,583	-47.0	92,253	15.4	29,522	50,151	779	59,325
Paper and its products (general line)	769	1,563	-51.0	309,356	679,014	-54.2	50,023	16.2	14,283	24,395	329	54,322
Paper and its products (specialty lines)	1,277	534	+118.7	238,637	307,813	-22.5	32,705	13.7	9,666	17,921	242	21,733
Stationery and stationery supplies	479	713	-33.4	37,677	115,563	-68.8	3,763	25.9	5,722	4,938	101	7,067
Wall paper	324	232	+39.7	14,855	32,168	-53.8	5,762	22.8	1,641	2,255	107	5,225



TABLE 2-SUMMARY OF WHOLESALE TRADE FOR THE UNITED STATES: 1933

Type of establishment and kind of business	Number of establishments			Net sales			Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929/	Percent change	1933	1929/	Percent change	Amount	% of sales		Total	Part-time	
Petroleum and its products	23,421	23,007	+33.5	\$2,252,929	\$3,273,653	-29.2	\$422,017	18.5	106,904	\$175,505	\$ 2,420	\$24,169
Plumbing and heating equipment and supplies	2,243	2,784	-19.3	251,157	319,637	-27.6	62,325	22.5	15,617	29,752	304	59,212
Heating equipment (general line)	216	397	-45.6	17,034	72,509	-76.9	4,071	23.9	1,184	2,030	35	4,542
Pipe, valves and fittings	118	217	-45.6	18,530	85,659	-78.5	3,701	20.0	1,029	1,607	57	4,507
Plumbing and heating equipment (general line)	1,019	1,607	-35.8	140,457	540,323	-74.0	54,638	24.7	11,139	13,494	481	42,406
Stoves and ranges	100	137	-27.0	11,242	25,819	-53.9	2,456	26.5	707	1,282	52	1,806
All other	795	428	+85.7	77,274	92,228	-16.3	17,447	22.6	4,433	6,073	198	9,425
Tobacco and its products (except leaf)	1,985	2,015	-1.5	1,260,543	1,691,173	-25.5	73,127	5.6	15,501	25,146	270	51,305
Waste materials	3,410	4,000	-14.8	282,602	552,280	-49.8	33,162	10.7	12,633	14,151	1,265	22,612
Iron and steel scrap	739	644	+17.9	55,601	232,794	-74.6	3,757	14.8	3,324	4,120	394	7,634
Junk and scrap (general line)	1,921	3,063	-57.7	175,340	234,032	-25.1	12,599	7.0	5,257	5,157	544	13,792
Waste paper, rags and rubber	730	273	+167.4	41,461	59,404	-30.2	6,652	19.4	4,072	3,524	217	4,562
All other products	9,110	7,235	+26.4	1,269,627	2,807,410	-52.2	162,635	12.1	51,101	78,698	2,802	124,717
Bags and bagging	217	162	+33.3	37,557	66,680	-43.5	4,506	12.0	2,322	2,112	56	4,427
Beer	2,294	4/	/	132,104	4/	/	24,210	18.3	5,407	7,445	412	8,518
Books and periodicals	191	468	-53.2	37,123	169,429	-78.1	12,221	34.6	3,521	6,459	157	9,770
Cordage and twine	77	105	-26.7	23,558	54,231	-57.4	2,335	8.3	612	1,250	5	2,426
Flowers and nursery stock	723	853	-14.2	29,216	71,531	-59.5	7,145	24.2	2,641	3,215	142	3,553
Forest products (except lumber)	603	1,020	-40.9	102,437	205,420	-50.1	10,568	10.3	2,837	5,802	136	11,233
Leather	423	569	-24.5	105,392	233,752	-52.2	9,500	6.0	2,004	2,422	15	16,604
Leather goods	791	993	-20.3	49,530	159,179	-70.4	6,671	17.6	5,022	4,463	143	11,425
Newspapers and magazines	711	225	+211.6	125,262	63,612	+97.2	27,214	22.7	10,744	12,650	557	9,125
Oils and greases (animal and vegetable)	165	171	-3.5	131,720	316,791	-51.6	6,565	4.9	2,495	3,279	23	11,425
Rubber, cruds	50	49	+38.8	53,241	240,611	-36.2	1,407	4.2	232	553	...	4,316
Rubber goods (general line)	20	26	-23.0	59,048	121,220	-58.6	6,572	17.6	2,194	2,977	40	5,255
Wines and spirituous liquors	765	77	+393.5	87,369	23,913	+317.3	9,555	10.7	2,247	3,727	90	16,211
Yarn	167	285	-41.4	160,443	395,970	-59.2	5,155	3.2	975	2,223	66	5,165
Miscellaneous kinds of business	1,784	2,423	-26.4	228,422	754,512	-60.4	29,277	10.1	9,734	14,764	249	15,225

TABLE 3 - WHOLESALE TRADE FOR THE UNITED STATES: 1933

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values are expressed in thousands of dollars. A leader indicates no information or an amount less than \$500.)

Type of establishment and kind of business	Number of establishments			Net sales			Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929/	Percent change	1933	1929/	Percent change	Amount	% of sales		Total	Part-time	
WHOLESALE TRADERS												
Amusement and sporting goods and supplies	1,024	916	+16.2	\$108,624	\$172,621	-39.9	\$ 21,258	21.1	5,253	\$ 9,728	\$ 249	\$24,570
Cameras and motion picture equipment	75	117	-33.3	2,746	14,771	-51.6	859	31.4	236	339	19	523
Moving picture films	149	325	-55.5	42,982	62,222	-30.5	6,224	14.6	970	372	35	1,116
Sporting goods (general line)	175	136	+22.2	20,156	50,550	-34.0	5,446	23.0	1,923	2,463	34	4,316
Toys, novelties, and fireworks	408	105	+306.2	23,955	24,595	-30.4	3,454	22.3	1,874	2,447	29	4,895
All other	254	112	+126.8	15,016	8,523	+87.9	3,572	22.9	933	1,507	122	3,219
Automotive products	5,237	3,451	+51.3	437,975	1,323,057	-68.3	100,662	23.0	36,698	52,721	566	84,424
Automobiles and other motor vehicles	376	640	-41.3	133,004	950,945	-86.0	17,204	12.9	4,623	8,723	125	6,033
Automotive equipment, accessories and parts	4,368	2,596	+65.9	253,270	404,410	-59.4	73,231	23.2	29,040	36,785	317	59,126
Tires and tubes	533	215	+157.2	51,701	27,511	+87.9	9,627	18.6	3,123	4,265	64	7,229
Chemicals	1,375	1,233	+11.4	225,419	430,218	-48.7	43,319	19.2	10,523	12,775	563	27,809
Dye-stuffs	67	37	+78.4	21,352	52,234	-57.2	3,417	19.7	1,159	3,027	9	7,376
Explosives	25	23	+8.7	915	4,641	-79.4	133	14.3	54	63	17	64
Industrial chemicals	142	241	-33.6	58,233	120,037	-51.4	7,730	13.2	1,303	3,558	46	9,023
Naval stores	30	37	-18.9	23,763	56,507	-57.3	307	3.6	533	455	10	3,229
Paints and varnishes	627	603	+3.7	72,741	129,527	-43.6	19,472	25.6	5,070	5,255	62	17,025
All other	276	155	+79.4	37,603	59,422	-35.4	6,811	23.4	1,225	2,378	23	3,716
Clothing and furnishings	5,005	3,824	+21.4	415,854	1,102,465	-64.2	85,990	16.0	19,662	31,232	327	33,131
Clothing and furnishings (general line)	213	353	-38.2	25,390	113,232	-77.7	3,524	14.2	1,102	1,921	75	4,359
Clothing, men's and boys'	350	417	-16.1	37,963	106,171	-65.2	5,726	15.1	1,757	2,917	23	6,700
Clothing, women's and children's	641	644	-0.5	115,796	120,105	-38.3	17,554	18.2	5,176	5,277	241	7,559
Furnishings (general line)	167	216	-22.7	14,026	47,922	-70.9	3,293	16.3	739	1,126	24	2,312
Furnishings, men's and boys'	499	479	+4.2	45,444	29,622	+54.4	8,575	15.9	2,723	4,028	62	9,518
Furnishings, women's and children's	232	463	-49.9	20,100	103,635	-81.1	3,235	18.0	1,053	1,623	22	4,922
Footery	193	225	-14.2	24,611	104,120	-76.3	2,021	11.5	323	1,232	23	4,421
Millinery and millinery supplies	336	350	-4.0	33,999	25,809	+30.1	5,136	18.0	2,243	3,014	21	7,000
Shoes and other footwear	369	519	-29.9	97,310	272,261	-64.3	15,712	18.1	3,619	5,401	56	12,454
Clothing, second-hand	7/	60	/	7/	3,427	/	7/	/	7/	7/	7/	7/
Gloves	7/	87	/	7/	26,783	/	7/	/	7/	7/	7/	7/
Other clothing and furnishings	7/	11	/	7/	1,227	/	7/	/	7/	7/	7/	7/

TABLE 3 - WHOLESALE TRADE FOR UNITED STATES: 1934

Type of establishment and kind of business	Number of establishments			Net sales		Total expenses		Full-time employees (average)	Pay roll		Value added	
	1933	1934	Percent change	1933	1934	Percent change	Amount		% of sales	Total		Per cent of sales
WHOLESALE TRADE (continued)												
Coal	972	821	+16.0	\$ 241,327	\$ 273,252	+13.2	\$ 22,925	11.0	5,322	\$ 12,126	5.0	51,000
Drugs and drug sundries	1,168	1,201	+2.8	350,335	324,262	-7.4	32,408	9.2	21,087	21,261	6.1	15,277
Drugs and drug sundries (general line)	593	494	-16.7	274,753	237,178	-13.7	42,582	15.5	27,400	27,300	9.9	12,000
Drugs (specialty lines)	221	173	-21.7	34,754	41,448	+19.2	3,408	24.1	2,242	2,922	8.4	1,277
Patent medicines	102	118	+16.5	8,419	21,368	+15.9	1,478	26.0	279	625	7.4	1,311
Toilet articles and preparations	233	192	-21.1	18,558	31,280	+68.6	1,783	24.4	1,181	1,762	9.8	2,747
All other	229	223	+2.7	16,847	11,756	-30.2	4,000	23.8	1,280	1,222	2.5	1,486
Dry goods	8,369	8,719	+4.2	2,045,333	1,921,238	-6.1	212,375	10.4	34,133	57,434	2.8	124,551
Dry goods (general line)	129	897	+59.9	201,888	587,222	+19.3	25,913	12.8	14,322	27,815	13.8	26,200
Hat goods	256	174	-31.6	58,164	34,811	-40.2	3,422	5.9	2,071	4,641	8.0	3,942
Hosiery	631	827	+30.9	53,354	83,491	+54.8	11,327	21.2	4,006	5,031	11.9	17,041
Woolen goods	1,459	1,586	+8.6	444,957	369,711	-16.9	50,348	11.3	11,223	23,338	6.4	22,224
All other	453	446	-1.6	21,818	35,193	+61.8	5,326	24.4	1,226	2,124	5.5	3,458
Electrical goods	2,126	2,182	+2.6	276,322	346,622	+25.4	31,430	11.3	21,221	30,672	8.8	41,221
Electrical appliances, equipment and supplies	1,544	1,444	-6.5	268,743	421,265	+56.4	4,126	1.5	13,034	20,897	7.8	23,243
Radios and radio equipment	426	658	+54.2	32,429	31,429	-3.1	3,022	9.3	2,723	4,022	12.4	3,194
Refrigerators	156	90	-41.7	47,065	53,928	+14.6	11,325	24.1	3,764	5,623	11.9	8,221
Farm products—raw materials	2,435	3,240	+33.1	1,324,027	3,625,906	+174.8	84,723	6.4	12,122	27,623	2.1	285,121
Cotton	226	559	+150.0	420,828	1,425,622	+339.1	20,223	4.8	2,422	5,222	2.1	12,222
Grain	741	871	+17.5	320,222	1,121,222	+347.1	21,222	6.6	4,222	5,222	1.2	10,222
Hides, skins, and furs (raw)	659	1,000	+51.6	110,222	321,222	+191.1	12,222	9.2	2,122	4,122	3.3	10,222
Horses and mules	22	22	0.0	2,222	2,222	0.0	471	21.2	121	121	1.2	222
Livestock	147	153	+4.1	21,121	122,222	+480.1	1,221	5.8	321	421	4.2	521
Wool (raw)	17	20	+17.6	72,222	141,222	+95.1	2,121	3.0	221	221	2.2	221
Tobacco (leaf)	244	223	-8.6	81,222	142,222	+75.1	8,221	10.4	4,121	4,121	5.0	10,221
Wool and mohair	121	174	+43.8	121,222	221,222	+83.1	6,221	5.1	1,221	3,121	5.1	22,221
All other	122	121	-0.8	22,222	58,222	+162.1	1,222	5.5	221	221	2.1	3,121
Farm products—consumer goods	10,322	9,222	-10.7	1,222,222	2,022,222	+65.3	25,222	2.0	22,222	127,222	10.4	42,222
Dairy products (general line)	1,122	1,122	0.0	122,222	222,222	+82.1	20,222	16.5	12,222	22,222	18.2	12,222
Butter	122	122	0.0	12,222	12,222	0.0	1,222	9.8	521	521	4.3	521
Cheese	122	122	0.0	42,222	52,222	+23.9	5,222	12.1	1,221	1,221	2.9	1,221
Milk and cream	529	542	+2.4	58,222	122,222	+110.1	12,221	21.0	6,121	12,121	19.8	12,121
All other dairy products	245	142	-41.6	20,222	22,222	+10.0	10,222	50.1	4,222	4,222	41.2	1,222
Poultry and poultry products	1,422	1,222	-14.1	121,222	422,222	+348.1	12,222	10.0	6,221	9,221	7.6	10,221
Dairy and poultry products	1,022	922	-9.7	222,222	321,222	+44.6	22,222	10.0	10,221	16,221	7.3	11,221
Fruits and vegetables (fresh)	5,421	5,222	-3.7	721,222	1,212,222	+67.9	22,222	3.1	22,222	38,222	17.7	30,222
All other	122	122	0.0	12,222	42,222	+246.1	2,222	18.2	1,222	321	26.2	1,221
Farm supplies	1,222	1,222	0.0	222,222	322,222	+45.0	22,222	10.0	22,222	12,222	5.5	32,222
Feed	1,122	822	-27.1	122,222	222,222	+82.1	22,222	18.2	12,222	12,222	10.0	12,222
Fertilizer	122	122	0.0	22,222	22,222	0.0	2,222	10.0	221	1,221	5.5	2,221
Seeds	322	322	0.0	22,222	22,222	0.0	2,222	10.0	221	2,221	10.0	2,221
All other	74	58	-21.1	22,222	22,222	0.0	2,222	10.0	221	221	10.0	2,221
Furniture and home furnishings	1,222	1,222	0.0	222,222	322,222	+45.0	22,222	10.0	22,222	12,222	5.5	32,222
China, glassware and crockery	222	222	0.0	22,222	22,222	0.0	2,222	10.0	221	2,221	10.0	2,221
Floor coverings	222	222	0.0	22,222	22,222	0.0	2,222	10.0	221	2,221	10.0	2,221
Furniture	222	222	0.0	22,222	22,222	0.0	2,222	10.0	221	2,221	10.0	2,221
House furnishings (except as specified)	522	522	0.0	52,222	122,222	+135.1	10,222	19.4	4,222	8,222	15.7	10,222
Medical instruments and sheet music	122	122	0.0	12,222	12,222	0.0	2,222	18.0	2,221	2,221	18.2	2,221
General merchandise	122	222	+81.9	12,222	222,222	+1800.1	22,222	18.2	5,222	0,222	4.2	22,222
Groceries and foods (except farm products)	12,222	12,222	0.0	222,222	322,222	+45.0	22,222	10.0	22,222	12,222	5.5	32,222
Groceries (general line)	5,222	5,222	0.0	122,222	222,222	+82.1	12,222	10.0	12,222	12,222	10.0	12,222
Confectionery and soft drinks	3,222	3,222	0.0	22,222	22,222	0.0	2,222	10.0	221	2,221	10.0	2,221
Fish and sea foods	1,222	1,222	0.0	12,222	12,222	0.0	2,222	18.0	2,221	2,221	18.2	2,221
Meats and meat products	2,222	2,222	0.0	22,222	22,222	0.0	2,222	10.0	221	2,221	10.0	2,221
Other food and grocery specialties	5,222	5,222	0.0	52,222	122,222	+135.1	12,222	23.2	4,222	8,222	16.7	10,222
Hardware	1,222	1,222	0.0	22,222	22,222	0.0	2,222	10.0	221	2,221	10.0	2,221
Hardware (general line)	522	522	0.0	22,222	22,222	0.0	2,222	10.0	221	2,221	10.0	2,221
Hardware (specialty lines)	472	472	0.0	22,222	22,222	0.0	2,222	10.0	221	2,221	10.0	2,221
Jewelry and optical goods	1,222	1,222	0.0	22,222	22,222	0.0	2,222	10.0	221	2,221	10.0	2,221
Jewelry (general line)	522	522	0.0	22,222	22,222	0.0	2,222	10.0	221	2,221	10.0	2,221
Watches	122	122	0.0	22,222	22,222	0.0	2,222	10.0	221	2,221	10.0	2,221
Diamonds and other precious stones	522	442	-13.4	12,222	12,222	0.0	1,222	10.0	1,221	1,221	10.0	1,221
Other jewelry specialties	302	302	0.0	22,222	22,222	0.0	2,222	10.0	221	2,221	10.0	2,221
Optical goods	312	252	-19.2	12,222	22,222	+82.1	2,222	18.2	0,222	0,222	0.0	0,222
Lumber and building materials (other than metal)	3,222	3,222	0.0	22,222	22,222	0.0	22,222	100.0	0,222	0,222	0.0	0,222
Lumber and millwork	1,222	1,222	0.0	12,222	12,222	0.0	12,222	100.0	0,222	0,222	0.0	0,222
Lumber products	32	32	0.0	2,222	2,222	0.0	2,222	100.0	0,222	0,222	0.0	0,222
Brick and tile	122	122	0.0	2,222	2,222	0.0	2,222	100.0	0,222	0,222	0.0	0,222
Concrete	222	222	0.0	2,222	2,222	0.0	2,222	100.0	0,222	0,222	0.0	0,222
Glass	222	222	0.0	2,222	2,222	0.0	2,222	100.0	0,222	0,222	0.0	0,222
All other	944	1,322	+40.2	22,222	32,222	+45.0	22,222	100.0	0,222	0,222	0.0	0,222



TABLE 3 - WHOLESALE TRADE FOR THE UNITED STATES, 1933

Type of establishment and kind of business	Number of establishments			Net sales		Total expenses Amount	% of (1933)	Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1932	Percent change	1933	1932				Total	Per unit	
WHOLESALE TRADERS PROPER (continued)											
Machinery, equipment and supplies (except electrical)	5,215	6,177	-4.2	3,485,003	\$1,183,364	-32.9	\$121,605	24.0	40,167	\$41,401	\$1,232,000
Commercial machinery, equipment and supplies	873	212	+7.5	44,761	116,343	-61.5	13,358	25.8	4,736	6,210	11,364
Office equipment and supplies (except furniture)	184	319	-15.1	8,754	17,721	-50.6	2,837	32.4	1,140	1,303	54
Store equipment and supplies	182	151	+5.3	3,315	16,656	-67.7	1,713	38.3	600	769	40
All other	328	442	-19.5	30,692	82,206	-62.7	8,606	28.7	3,016	4,468	168
Construction machinery, equipment and supplies	217	252	-13.9	71,014	56,171	+26.6	5,351	25.3	1,470	2,524	91
Construction machinery	35	83	-57.2	2,222	22,102	-90.0	225	30.2	160	350	24
Road machinery and equipment	91	69	+31.9	8,996	15,154	-40.6	2,267	23.5	601	979	19
All other	91	100	-9.0	9,806	18,915	-48.2	2,359	24.4	689	1,016	25
Farm and dairy machinery and equipment industrial machinery, equipment and supplies	272	208	+30.8	24,313	59,731	-54.9	3,694	21.4	1,740	2,714	147
Bottles and bottling equipment	2,437	3,004	-17.0	258,226	655,719	-62.3	56,164	21.7	10,287	28,456	1,223
Mechine tools	223	113	+93.0	10,034	9,571	+0.9	1,816	18.0	651	350	39
Mechanical rubber goods	53	71	-13.3	11,383	25,373	-53.2	1,474	12.4	403	723	12
Mill and mine supplies (general line)	68	58	+17.2	4,842	12,040	-59.8	1,231	25.5	418	656	34
All other	994	1,022	-2.7	153,619	295,672	-48.0	29,231	16.4	10,235	15,628	610
Professional equipment and supplies	1,119	1,735	-35.5	78,218	342,603	-77.2	21,806	27.9	7,563	10,462	537
Dental equipment and supplies	755	696	+8.5	57,263	110,653	-43.2	18,102	31.3	6,323	9,578	240
Surgical, medical and hospital equipment and supplies	265	276	-4.0	21,767	59,861	-55.7	7,249	23.5	2,450	3,791	23
All other	200	194	+3.1	13,617	27,629	-51.1	4,288	31.3	1,357	2,170	84
Service equipment and supplies	280	226	+23.5	21,859	48,003	-55.3	6,595	30.2	2,446	3,615	123
Barber and beauty parlor equipment and supplies	1,091	1,019	+7.1	59,508	110,591	-46.2	17,645	29.7	6,173	8,776	170
Laundry equipment and supplies	587	548	+7.1	24,021	45,701	-47.4	7,953	33.1	3,054	3,635	64
All other	94	97	-2.1	12,511	23,684	-47.2	2,681	21.4	709	1,339	20
Transportation equipment and supplies	410	374	+9.6	22,976	41,206	-44.2	7,011	30.5	2,410	3,544	58
Aircraft and aeronautical equipment	240	185	+29.0	20,518	50,546	-59.4	5,322	25.9	456	2,640	77
Railroad equipment and supplies	9	10	-10.0	909	1,301	-33.3	227	25.0	16	156	...
All other	39	67	-41.8	5,657	29,014	-77.1	1,473	24.7	64	742	24
Metals (except scrap)	192	109	+76.1	13,652	22,931	-40.5	3,592	26.3	256	1,940	53
Iron and steel	746	856	-12.6	150,495	872,561	-73.1	25,371	15.8	8,032	13,591	640
Sheet metal products	427	560	-26.4	99,696	275,033	-53.5	17,793	16.0	3,969	9,763	324
Other metal and metal works	125	131	-4.6	13,312	23,632	-41.0	3,141	20.5	1,079	1,707	125
Paper and its products	196	145	+35.2	46,483	368,626	-87.4	4,434	9.5	1,284	1,291	64
Paper and its products (general line)	2,221	2,297	-3.3	333,265	704,399	-52.7	89,123	20.7	23,464	37,590	698
Paper and its products (specialty lines)	668	1,267	-46.9	150,656	410,250	-63.0	36,103	20.6	12,201	20,771	317
Stationery and stationery supplies	897	378	+137.3	112,215	196,568	-43.8	20,542	16.2	6,958	11,450	202
Wall paper	354	427	-17.1	23,261	66,322	-61.9	6,735	26.6	3,774	3,563	89
Petroleum and its products	322	225	+43.1	14,643	30,060	-51.9	5,760	36.8	1,641	2,256	107
Plumbing and heating equipment and supplies	1,940	3,114	-37.4	235,927	723,967	-67.4	39,866	15.9	10,183	15,656	456
Heating equipment (general line)	1,439	1,704	-15.6	142,316	493,210	-71.3	26,002	24.2	11,269	17,659	355
Pipe, valves and fittings	62	117	-47.0	3,923	19,360	-79.7	1,573	34.9	403	733	41
Plumbing and heating equipment (general line)	81	127	-36.2	10,678	37,636	-71.6	2,491	23.3	727	1,022	49
Stoves and ranges	771	1,043	-39.0	90,420	404,917	-77.7	22,471	24.9	7,361	11,216	284
All other	68	62	+9.7	7,116	10,613	-32.9	1,623	22.8	536	963	26
Tobacco and its products (except leaf)	456	155	+194.2	29,076	25,685	+19.4	8,045	26.2	2,162	3,339	150
Waste materials	1,738	1,722	+1.0	323,570	659,229	-51.0	33,720	6.4	10,763	15,476	339
Iron and steel scrap	3,350	3,919	-14.3	272,173	474,453	-42.6	29,499	10.2	12,527	12,525	1,247
Junk and scrap (general line)	743	606	+23.6	69,537	207,759	-76.9	9,430	15.6	3,274	4,001	384
Waste paper, rags and rubber	1,904	3,061	-37.8	171,923	219,793	-19.6	12,156	7.1	3,253	3,071	341
All other products	713	256	+176.2	59,823	52,912	-24.7	7,681	10.7	4,013	3,753	212
Books and periodicals	7,141	4,940	+44.6	571,432	1,271,635	-55.1	101,311	17.7	35,287	49,094	5,157
Books and periodicals	161	127	+32.3	13,297	19,510	-7.6	3,097	16.8	2,059	1,672	62
Cordage and twine	2,193	4	...	20,493	4	...	15,936	17.7	4,006	3,427	266
Flowers and nursery stock	131	243	-45.1	19,031	97,607	-80.5	6,421	33.7	2,000	3,247	142
Forest products (except lumber)	39	56	-32.1	16,559	18,065	-8.3	909	6.0	288	528	10
Leather	617	515	+19.8	19,032	46,143	-60.9	5,059	28.1	1,736	2,210	119
Leather goods	520	648	-11.4	42,000	107,327	-60.9	5,652	13.8	1,949	2,837	235
Newspapers and magazines	307	397	-23.7	53,112	129,381	-59.1	5,282	9.9	1,404	2,441	27
Oils and greases (animal and vegetable)	660	784	-14.7	55,632	93,544	-41.8	7,027	10.7	2,434	3,380	144
Rubber, crude	561	178	+226.4	79,035	29,739	+165.7	17,191	21.8	7,742	11,562	302
Rubber goods (general line)	78	64	+21.9	26,125	66,188	-60.8	5,769	22.1	1,654	2,135	12
Wines and spirituous liquors	20	17	+17.6	25,424	76,227	-62.7	1,303	4.8	415	324	...
Yarn	39	29	+33.0	2,163	14,620	-85.2	976	23.6	188	290	6
Miscellaneous kinds of business	697	42	+165.7	33,510	12,765	+261.2	5,933	15.5	1,654	2,231	34
	84	105	-37.9	15,645	83,143	-80.3	1,505	10.0	376	568	81
	1,156	1,733	-33.4	65,290	479,034	-81.6	19,423	22.0	7,060	10,025	565

TABLE 3 - WHOLESALE TRADE FOR THE UNITED STATES, 1935

Type of establishment and kind of business	Number of establishments 1933	Net sales 1933	Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
			Amount	% of sales		Total	Part-time	
MANUFACTURERS' SALES BRANCHES WITH STOCKS ✓								
Amusement and sporting goods	215	\$ 97,845	\$ 14,741	14.1	4,927	\$ 8,327	\$ 241	\$ 4,463
Cameras and motion picture equipment and supplies	6	29,589	2,163	7.3	727	1,343	...	1,437
Moving picture films	153	50,710	10,322	17.0	3,493	5,089	227	884
Sporting goods (general line)	9	1,531	521	34.0	202	239	1	374
Toys, novelties, and fireworks	20	1,942	384	19.7	119	181	4	757
All other	27	3,773	1,264	33.2	338	345	17	1,161
Automotive products	726	332,631	54,312	16.3	10,485	25,400	148	31,675
Automobiles and other motor vehicles	264	98,897	19,850	20.1	5,909	10,190	34	13,181
Automotive equipment, accessories and parts	168	20,331	5,340	26.2	2,072	2,614	24	4,112
Tires and tubes	294	213,413	28,122	13.2	5,505	12,701	93	16,777
Chemicals	702	298,842	45,394	15.2	9,397	10,520	90	34,425
Dyes and pigments	12	3,551	765	21.5	111	206	...	451
Explosives	66	23,172	4,405	19.0	789	2,065	27	2,435
Industrial chemicals	139	162,475	15,077	9.3	2,574	5,280	20	15,805
Paints and varnishes	303	69,223	16,974	24.5	4,179	7,320	40	12,251
All other	182	40,416	9,522	23.6	1,744	3,549	3	3,770
Clothing and furnishings	327	199,552	25,556	12.8	5,402	12,031	202	23,934
Clothing and furnishings (general line)	2	133	65	35.1	11	25	...	51
Clothing, men's and boys'	54	21,420	1,305	6.1	522	884	12	4,764
Clothing, women's and children's	44	10,295	1,094	10.6	681	1,233	11	542
Furnishings (general line)	28	6,830	1,412	20.5	393	773	10	1,623
Furnishings, men's and boys'	73	32,879	5,143	15.6	1,052	2,213	72	2,727
Furnishings, women's and children's	25	8,021	1,103	13.8	252	511	23	1,423
Hosiery	30	15,278	1,795	11.7	375	604	11	2,284
Millinery and millinery supplies	16	985	208	21.1	61	114	4	63
Shoes and other footwear	61	101,566	12,030	11.8	3,009	5,360	46	10,247
Coal	50	13,117	2,089	16.0	615	246	11	922
Drugs and drug sundries	213	65,956	24,935	37.8	4,223	6,561	24	7,203
Drugs (general line)	11	3,155	322	10.2	91	153	1	357
Drugs (specialty lines)	91	47,621	13,504	28.3	2,503	5,821	11	4,031
Patent medicines	17	12,394	4,023	32.5	233	314	2	439
Toilet articles and preparations	79	22,333	6,823	30.6	799	1,647	8	2,563
All other	15	1,211	224	18.5	65	127	2	133
Dry goods	223	115,132	15,022	13.0	3,672	7,525	53	21,559
Dry goods (general line)	6	1,766	113	6.4	32	51	...	223
Knit goods	24	2,500	439	17.5	116	177	11	384
Notions	72	25,924	3,355	12.9	1,196	1,996	8	2,937
Piece goods	114	77,708	10,212	13.1	2,237	4,360	35	15,752
All other	17	7,235	923	12.6	242	374	1	1,203
Electrical goods	447	323,641	49,324	15.2	14,477	25,341	108	37,683
Electrical appliances, equipment and supplies	393	291,169	43,927	15.1	13,401	23,037	83	33,123
Radios and radio equipment	32	15,693	3,072	19.6	483	856	9	2,172
Refrigerators	20	15,779	3,923	24.8	353	1,658	14	2,333
Farm products—raw materials	5	638	70	5.0	10	19	...	16
Farm products—consumer goods	344	106,918	24,593	22.9	5,910	9,368	324	5,377
Dairy products (general line)	55	24,139	4,673	19.3	1,395	2,331	14	2,344
Butter	28	5,123	475	9.3	216	254	8	74
Cheese	35	51,450	5,534	10.8	396	969	1	1,941
All other dairy products	177	32,403	11,023	34.0	3,097	4,974	106	607
Poultry and poultry products	11	1,223	109	8.9	37	42	15	4
Dairy and poultry products	23	11,972	1,965	16.4	849	1,073	55	480
All other	10	589	83	14.0	27	48	23	67
Farm supplies	109	42,537	5,953	14.1	2,445	2,758	73	10,318
Feed	17	4,505	354	7.9	221	310	2	649
Fertilizer	89	27,446	6,324	23.0	2,207	2,412	69	9,845
All other	3	585	75	12.8	16	23	2	23
Furniture and home furnishings	344	71,809	10,615	14.8	2,772	5,323	107	9,413
China, glassware and crockery	10	2,018	347	17.2	65	150	1	610
Floor coverings	59	28,241	2,123	7.5	432	1,038	2	3,287
Furniture	135	25,511	4,620	18.1	1,181	2,464	23	3,139
House furnishings (except as specified)	123	15,763	3,465	21.9	1,019	1,616	65	2,333
Musical instruments and sheet music	2	275	65	23.6	15	21	1	16
Groceries and foods (except farm products)	3,125	1,612,867	203,251	12.6	51,201	84,115	1,109	74,365
Groceries (general line)	3	375	42	11.2	11	20	1	25
Confectionery and soft drinks	110	61,434	13,412	21.8	2,389	4,011	67	2,705
Fish and sea foods	4	1,509	109	7.2	79	126	...	566
Meats and meat products	843	618,271	82,454	13.3	19,231	27,856	353	17,341
Other food and grocery specialties	2,225	931,227	127,754	13.7	29,481	52,313	708	23,164
Hardware	97	20,311	3,758	18.5	1,123	1,920	12	4,605
Hardware (general line)	8	1,570	353	22.5	115	204	...	203
Hardware (specialty lines)	89	19,241	3,375	17.5	1,008	1,716	12	4,302
Jewelry and optical goods	269	25,221	5,221	20.7	2,553	3,940	21	5,407
Jewelry (general line)	10	670	213	31.8	137	153	2	168
Clocks and watches	5	2,423	315	13.0	55	97	2	230
Other jewelry specialties	61	9,490	1,955	20.6	493	956	16	5,513
Optical goods	193	12,738	3,738	29.3	1,870	2,792	1	2,896

TABLE 3 - WHOLESALE TRADE FOR THE UNITED STATES: 1933

Type of establishment and kind of business	Number of establishments 1933	Net sales 1933	Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
			Amount	% of sales		Total	Part- time	
MANUFACTURERS' SALES BRANCHES WITH STOCKS (continued)								
Lumber and building materials (other than metal)	332	\$ 107,363	\$ 18,513	17.2	4,973	\$ 9,354	\$ 801	\$ 15,767
Lumber and millwork	31	10,343	1,331	12.7	313	530	15	1,217
Asbestos products	37	21,234	3,404	16.0	210	1,951	...	310
Brick and tile	46	7,697	1,097	14.2	214	571	16	3,923
Cement	43	16,131	2,627	17.5	373	1,634	8	2,660
Glass	58	36,111	5,363	14.8	1,730	3,151	372	3,611
All other	87	16,187	4,171	25.8	1,275	1,834	92	3,341
Machinery, equipment and supplies (except electrical)	2,927	423,249	112,953	26.6	36,197	60,910	1,468	112,375
Commercial machinery, equipment and supplies	696	64,270	20,084	31.2	5,340	13,339	82	7,647
Office equipment and supplies (except furniture)	553	55,392	17,947	32.4	2,327	12,349	58	6,346
Store equipment and supplies	38	2,620	688	26.1	203	393	4	331
All other	95	6,268	1,452	23.2	535	797	11	973
Construction machinery, equipment and supplies	181	20,051	4,925	24.6	1,376	2,503	24	6,164
Construction machinery	20	3,171	560	17.7	141	230	...	2,468
Road machinery and equipment	63	7,744	2,237	29.3	633	1,107	...	2,370
All other	103	9,116	2,098	23.0	752	1,245	24	1,323
Farm and dairy machinery and equipment	475	82,164	25,018	31.7	5,743	12,396	359	46,583
Industrial machinery, equipment and supplies	1,127	179,246	55,923	31.7	10,061	21,151	628	37,773
Bottles and bottling equipment	22	12,242	1,964	16.2	353	621	2	1,556
Machine tools	15	3,522	523	14.6	147	225	62	1,045
Mechanical rubber goods	44	10,030	1,370	13.7	344	533	6	1,006
Mill and mine supplies (general line)	269	25,351	4,323	19.6	1,060	2,107	240	12,326
All other	737	123,061	30,105	23.5	8,152	16,553	512	21,752
Professional equipment and supplies	235	55,859	11,851	20.9	3,688	5,303	240	7,925
Dental equipment and supplies	43	2,566	2,253	86.6	658	1,093	15	1,390
Surgical, medical and hospital equipment and supplies	94	13,091	3,449	26.3	997	1,728	1	1,160
All other	98	34,863	6,116	17.9	2,023	2,472	224	4,545
Service equipment and supplies	231	33,182	10,475	31.6	2,661	5,215	34	5,523
Barber and beauty parlor equipment and supplies	21	2,641	433	16.4	121	200	1	260
Laundry equipment and supplies	73	10,704	3,622	34.2	971	1,308	26	1,712
All other	137	19,837	6,378	32.2	1,569	3,121	7	3,525
Transportation equipment and supplies	33	2,600	590	22.3	116	323	20	255
Railroad equipment and supplies	22	1,839	448	24.0	76	207	20	249
All other	11	731	132	18.1	38	66	...	306
Metals (except scrap)	417	212,375	24,536	11.5	5,739	11,312	93	29,750
Iron and steel	271	95,139	11,140	11.7	2,722	5,724	57	19,411
Sheet metal products	58	17,137	2,140	12.5	540	872	36	2,034
Other metal and metal works	118	100,699	11,256	11.2	1,477	4,716	8	6,305
Paper and its products	203	94,018	18,700	19.7	2,959	5,268	45	7,126
Paper and its products (general line)	35	39,335	7,733	19.7	973	1,439	7	2,334
Paper and its products (specialty lines)	108	49,265	6,313	12.8	1,490	3,022	9	3,534
Stationery and stationery supplies	60	5,162	1,394	27.0	490	797	23	1,043
Petroleum and its products	121	25,200	5,990	23.8	932	1,534	2	2,719
Plumbing and heating equipment and supplies	462	82,931	20,953	25.2	5,959	9,332	247	16,476
Heating equipment (general line)	50	6,106	1,625	26.6	411	702	3	1,225
Pipe, valves and fittings	16	3,184	710	22.3	230	333	1	973
Plumbing and heating equipment (general line)	221	45,956	11,530	25.2	3,891	5,000	195	12,216
Stoves and ranges	22	3,550	671	19.0	135	240	6	433
All other	143	24,025	6,220	26.0	1,602	3,023	37	3,620
Tobacco and its products (except leaf)	85	312,471	36,256	11.6	3,195	6,555	25	20,627
All other products	354	257,433	39,319	14.7	8,914	16,010	270	35,084
Bags and bagging	17	16,030	1,133	7.4	214	333	...	1,551
Beer	33	37,141	7,033	19.7	1,174	2,339	47	2,415
Books and periodicals	31	11,930	4,212	40.4	1,137	2,321	14	4,377
Carriage and twine	25	10,331	1,125	10.9	236	433	4	1,725
Forest products (except lumber)	90	13,334	2,631	19.7	493	1,023	70	4,514
Leather	31	23,216	1,747	7.5	274	713	3	4,332
Leather goods	53	4,622	1,155	25.4	254	614	7	1,200
Newspapers and magazines	10	23,093	6,059	26.3	1,032	1,120	15	4,702
Oils and greases (animal and vegetable)	29	16,091	1,369	8.5	207	635	9	2,351
Rubber goods (general line)	32	35,423	5,002	14.1	1,098	3,557	7	5,251
Wine and spirituous liquors	23	17,351	1,239	7.2	350	665	3	5,523
Yarn	7	6,342	277	4.4	82	113	1	123
Miscellaneous kinds of business	111	33,025	3,946	11.9	1,130	1,903	38	2,355
MANUFACTURERS' SALES BRANCHES WITHOUT STOCKS								
Amusements and sporting goods	154	57,872	10,650	18.7	3,332	5,538	1	...
Moving picture films	139	36,744	10,632	28.9	3,217	5,547	1	...
Toys, novelties, and fireworks	6	1,353	132	9.7	62	52	...	...
All other	9	74	26	35.1	12	23	...	...

TABLE 3 - WHOLESALE TRADE FOR THE UNITED STATES: 1933

Type of establishment and kind of business	Number of establishments 1933	Net sales 1933	Total expenses		Full-time employees (average)	Pay roll		Grade on hand (end of year)
			Amount	% of sales		Total	Per-employee	
MANUFACTURERS' SALES BRANCHES WITHOUT STOCKS (continued)								
Automotive products	95	\$ 53,761	\$ 6,334	11.8	625	\$ 2,170	3.5	2
Automobiles and other motor vehicles	11	13,041	1,345	10.3	136	552	4.0	...
Automotive equipment, accessories and parts	35	7,882	602	7.6	102	267	2.6	1
Tires and tubes	46	33,838	4,387	13.0	487	1,351	2.8	1
Chemicals	145	69,073	9,025	13.1	1,536	3,827	2.5	16
Dye-stuffs	12	9,823	666	6.7	132	433	3.3	...
Industrial chemicals	19	26,644	2,817	10.6	381	1,201	3.1	...
Paints and varnishes	46	20,568	3,276	15.9	745	1,587	2.1	12
All other	66	11,233	2,002	17.8	261	654	2.5	...
Clothing and furnishings	192	69,512	6,011	8.7	1,377	3,263	2.4	5
Clothing and furnishings (general line)	7	2,676	33	1.2	15	40	2.7	...
Clothing, men's and boys'	26	11,621	539	4.6	110	346	3.1	...
Clothing, women's and children's	19	7,425	962	13.0	173	456	2.6	...
Furnishings (general line)	35	7,943	1,227	15.4	424	700	1.6	0
Furnishings, men's and boys'	51	15,149	1,487	9.8	307	875	2.8	...
Furnishings, women's and children's	14	912	118	12.9	33	75	2.3	...
Hosiery	22	20,396	1,268	6.2	245	794	3.2	...
Millinery and millinery supplies	9	675	53	7.8	15	29	1.9	...
Shoes and other footwear	9	1,705	102	5.9	25	69	2.8	...
Coal	72	59,751	4,565	7.6	755	1,979	2.6	33
Drugs and drug sundries	29	9,654	2,426	25.2	423	928	2.2	31
Drugs (specialty lines)	15	2,985	148	5.0	56	63	1.1	...
Patent medicines	5	359	245	68.4	7	11	1.6	...
Toilet articles and preparations	13	2,355	915	39.2	92	212	2.3	31
All other	7	4,365	1,178	27.0	268	702	2.6	...
Dry goods	171	142,467	6,942	4.9	1,831	3,957	2.2	4
Dry goods (general line)	6	8,756	660	7.5	12	275	23.0	...
Knit goods	19	5,162	230	4.4	71	206	2.9	...
Notions	47	16,421	1,419	8.6	788	1,091	1.3	...
Piece goods	92	115,789	4,545	3.9	655	2,377	3.7	1
All other	7	359	45	12.5	15	29	1.9	...
Electrical goods	285	72,533	6,833	9.4	1,612	3,295	2.0	2
Electrical appliances, equipment and supplies	257	51,505	3,700	7.2	1,403	3,251	2.3	1
Radio and radio equipment	17	22,020	924	4.2	208	608	2.9	...
Refrigerators	3	10	6	60.0	1	5	5.0	1
Farm products—consumer goods	19	6,243	700	11.2	220	341	1.5	...
Farm supplies	51	20,851	2,534	12.2	467	858	1.8	44
Fertilizer	42	17,315	1,755	10.1	334	767	2.3	34
All other	9	3,536	448	12.6	83	221	2.7	...
Furniture and house furnishings	141	34,749	3,154	9.1	737	1,640	2.2	6
China, glassware and crockery	31	5,149	271	5.3	53	175	3.3	...
Floor coverings	44	22,775	2,261	9.9	410	1,095	2.7	...
Furniture	28	3,763	315	8.4	177	205	1.2	...
House furnishings (except as specified)	28	3,062	304	9.9	67	154	2.3	0
Groceries and foods (except farm products)	530	189,552	26,152	13.8	5,725	10,492	1.8	5
Confectionery and soft drinks	11	3,205	1,176	36.7	183	421	2.3	...
Meats and meat products	21	61,005	4,508	7.4	1,050	1,750	1.7	...
Other food and grocery specialties	200	125,343	20,468	16.3	4,492	8,321	1.9	5
Hardware (specialty lines)	24	15,329	733	4.8	156	415	2.7	...
Jewelry and optical goods	43	11,816	1,231	10.4	390	735	1.9	...
Jewelry (general line)	34	11,430	1,265	10.9	257	705	2.8	...
Optical goods	8	386	46	11.9	23	21	0.9	...
Lumber and building materials (other than metal)	228	57,744	7,701	13.3	1,492	3,524	2.4	115
Lumber and millwork	31	5,152	834	16.2	210	454	2.2	1
Asbestos products	23	3,462	427	12.3	125	361	2.9	...
Brick and tile	52	6,790	602	8.9	155	407	2.6	110
Cement	35	12,340	1,753	14.2	308	863	2.8	...
Glass	24	21,123	254	1.2	60	163	2.7	...
All other	78	18,681	2,892	15.5	656	1,412	2.2	4
Machinery, equipment and supplies (except electrical)	1,057	245,723	21,894	8.9	4,835	12,163	2.5	52
Commercial machinery, equipment and supplies	184	10,723	1,927	17.9	701	1,412	2.0	10
Office equipment and supplies (except furniture)	122	8,267	1,501	18.2	594	1,172	1.9	9
Store equipment and supplies	9	125	23	18.4	15	20	1.3	...
All other	53	2,833	399	14.1	114	220	2.0	1
Construction machinery, equipment and supplies	102	9,733	1,532	15.7	433	896	2.1	...
Construction machinery	17	1,573	394	25.0	74	191	2.6	...
Road machinery and equipment	11	3,943	452	11.5	291	291	1.0	...
All other	74	4,216	680	16.1	239	454	2.1	...
Farm and dairy machinery and equipment	27	7,207	1,257	17.4	264	418	1.6	...
Industrial machinery, equipment and supplies	554	179,104	13,013	7.3	2,743	7,030	2.6	42
Bottles and bottling equipment	3	2,756	80	2.9	23	63	2.7	...
Machine tools	22	1,302	312	23.9	50	172	3.4	...
Mechanical rubber goods	22	3,544	393	11.1	107	252	2.4	...
Mill and mine supplies (general line)	27	4,513	360	7.9	71	109	1.5	...
All other	505	163,779	11,831	7.2	2,462	6,332	2.6	42

TABLE 3 - WHOLESALE TRADE FOR THE UNITED STATES: 1933

Type of establishment and kind of business	Number of establishments 1933	Net sales 1933	Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
			Amount	% of sales		Total	Part-time	
MANUFACTURERS' SALES BRANCHES WITHOUT STOCKS (continued)								
Machinery, equipment and supplies (except electrical) (continued)								
Professional equipment and supplies	39	\$ 3,329	\$ 357	11.4	90	\$ 169	\$ 14	...
Surgical, medical and hospital equipment and supplies	24	664	164	24.7	51	69	13	...
All other	16	2,565	203	7.9	50	100	1	...
Service equipment and supplies	32	2,532	327	14.0	35	194	5	...
Barber and beauty parlor equipment and supplies	12	266	75	28.2	31	53	...	...
All other	20	2,066	252	12.2	54	136	3	...
Transportation equipment and supplies	69	27,342	3,458	9.3	536	2,099	25	...
Railroad equipment and supplies	30	24,206	3,073	12.7	489	1,847	25	...
All other	9	13,036	361	2.9	47	152	...	...
Metals (except scrap)	510	719,632	21,825	3.0	4,352	12,599	724	\$ 91
Copper	4	597	30	5.3	15	25	...	...
Iron and steel	425	652,991	17,854	2.7	3,528	10,274	770	90
Sheet metal products	4	250	54	9.7	7	24	3	...
Other metal and metal works	77	65,904	3,927	6.0	752	2,185	11	1
Paper and its products	226	144,108	11,730	8.1	2,269	6,400	23	...
Paper and its products (general lines)	26	75,465	5,422	7.2	861	2,637	2	...
Paper and its products (specialty lines)	153	62,641	4,833	7.7	1,034	2,946	21	14
Stationery and stationery supplies	31	5,992	1,471	24.5	404	623	...	...
Petroleum and its products	19	55,722	4,432	8.0	1,233	2,379	1	...
Plumbing and heating equipment and supplies	123	24,565	4,509	17.5	1,059	2,197	10	...
Heating equipment (general lines)	25	5,353	839	15.5	253	494	4	...
Pipe, valves and fittings	7	2,950	449	15.2	119	233	3	...
Plumbing and heating equipment (general lines)	3	2,045	465	22.7	150	206	...	...
All other	58	14,017	2,503	17.8	525	1,249	...	...
Tobacco and its products (except leaf)	122	226,727	5,350	2.3	1,302	3,610	1	...
All other kinds of businesses	470	128,957	15,732	10.8	3,720	6,775	116	13
Bags and bagging	6	2,105	171	8.1	34	50	1	...
Beer	14	325	33	10.5	19	27	29	...
Books and periodicals	17	4,452	1,452	32.5	347	743	...	...
Forest products (except lumber)	34	8,519	715	8.4	95	255	1	1
Leather	22	3,461	305	8.9	68	163	1	2
Leather goods	15	5,553	344	10.2	66	177	...	...
Newspapers and magazines	65	5,622	3,702	10.2	1,233	1,925	...	...
Oils and greases (animal and vegetable)	6	8,317	354	4.5	55	107	...	...
Rubber goods (general line)	3	453	94	21.8	3	37	...	...
Wines and spirituous liquors	15	22,022	1,937	6.7	268	705	2	...
Yarn	16	41,228	1,325	3.4	136	312	...	9
Miscellaneous	250	21,302	3,121	14.3	975	1,762	47	1

/ - Inasmuch as the 1929 data are available only for all manufacturers' sales branches combined, for comparison purposes those with stocks and those without stock are consolidated for each of the 26 kinds of businesses below.

Type of establishment and kind of business	Number of establishments			Net sales			Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929	Percent change	1933	1929	Percent change	Amount	% of sales		Total	Part-time	
MANUFACTURERS' SALES BRANCHES WITH AND WITHOUT STOCKS												
Amusement and sporting goods	366	366	+0.0	\$ 153,418	\$ 139,357	-9.2	\$ 25,591	16.5	8,251	\$ 14,015	\$ 230	\$ 4,655
Automotive products	821	728	+9.8	357,592	745,677	-47.5	60,656	15.7	14,331	27,675	130	35,043
Chemicals	347	733	-48.8	585,916	630,035	-23.8	54,419	14.8	10,923	23,077	124	34,243
Clothing and furnishings	529	608	-12.7	263,074	512,155	-47.7	31,537	11.6	7,779	15,399	247	23,840
Coal	105	68	+53.5	75,265	112,194	-29.5	6,454	8.9	1,331	2,223	31	955
Drugs and drug sundries	251	232	+8.3	55,310	133,614	-18.2	27,432	22.4	4,640	9,333	30	7,836
Dry goods	404	318	+27.3	237,599	413,027	-57.6	21,971	9.5	5,703	11,235	75	21,570
Electrical goods	733	960	-23.6	395,379	1,413,393	-73.0	55,582	14.3	16,039	29,235	132	57,551
Farm products-raw materials	5	60	-91.7	539	70,301	-99.2	30	5.4	10	19	...	16
Farm products-consumer goods	362	461	-21.3	113,161	294,970	-61.6	25,693	22.7	6,130	9,916	225	5,317
Farm supplies	160	122	+31.7	23,393	113,254	-45.3	7,127	14.4	2,913	2,743	53	10,542
Furniture and house furnishings	485	535	-9.3	105,535	313,272	-66.0	13,769	13.9	5,807	5,993	160	9,421
Groceries and foods (except farm products)	3,417	3,907	-12.5	1,804,523	3,917,337	-54.0	230,032	12.8	56,926	94,607	1,202	74,370
Hardware	131	196	-32.6	34,140	73,489	-52.1	4,491	12.2	1,233	2,353	15	4,508
Jewelry and optical goods	311	265	+16.3	33,037	69,522	-57.5	9,312	25.0	2,845	4,372	22	6,407
Lumber and building materials (other than metal)	555	777	-28.6	173,647	426,147	-58.9	26,514	14.6	6,455	15,222	553	15,082
Machinery, equipment and supplies (except electrical)	4,044	3,352	+20.5	627,932	1,424,962	-51.7	154,777	19.6	41,045	72,830	1,524	112,427
Metals (except scrap)	827	1,004	-17.7	922,807	3,151,707	-70.4	45,431	5.0	10,151	23,620	867	22,341
Paper and its products	429	464	-7.5	233,120	355,027	-25.3	27,430	11.5	5,233	11,576	63	7,140
Petroleum and its products	140	120	+17.7	80,934	64,400	+25.7	8,425	10.4	2,145	3,065	9	2,716
Plumbing and heating equipment and supplies	555	574	-3.3	107,356	239,585	-55.2	25,165	23.4	7,008	11,349	257	12,376
Tobacco and its products (except leaf)	207	226	-12.3	719,201	704,091	+2.1	39,439	5.4	4,477	3,515	23	20,272
Waste materials	3	3	+0.0	169	4,572	-96.5	41	24.3	11	23	3	20
All other products	1,022	781	+30.9	394,286	673,137	-41.4	52,025	13.3	12,623	22,730	322	32,235

TABLE 3 - WHOLESALE TRADE FOR THE UNITED STATES: 1933

Type of establishment and kind of business	Number of establishments		Percent change	Net sales		Percent change	Total expenses		Full-time employees (average)	Pay roll		Dividend per share for year
	1933	1932		1933	1932		Amount	% of sales		Total	Per employee	
BULK TANK STATIONS												
Petroleum and its products	26,173	19,611	+33.5	\$1,834,644	\$2,360,213	-21.5	\$ 372,714	19.8	95,707	\$ 102,742	2.1	1,000
GRAIN STORE WAREHOUSES												
Automotive products	4	8	-50.0	8,618	5,404	+59.5	420	5.0	170	240	...	...
Clothing and furnishings	13	64	-81.3	18,862	81,428	-77.1	700	3.8	250	275	1.0	...
Drugs and drug sundries	19	41	-53.7	56,239	77,301	-27.2	1,710	3.0	911	1,110	1.0	...
Dry goods	2	8	+19.5	63,018	6,067	+939.7	1,263	1.9	365	1,000	1.0	...
Electrical goods	3	17	-82.4	7,668	18,199	-58.3	327	15.6	111	163	...	571
Farm products-consumer goods	65	45	+43.9	81,753	76,808	+7.1	6,547	8.0	1,304	1,942	57	240
Farm supplies	4	6	-33.3	1,152	1,214	-33.5	166	14.6	57	90	1.0	227
Furniture and house furnishings	5	15	-61.3	4,209	24,353	-82.9	761	19.0	295	594	...	439
General merchandise	5	7	-37.1	1,294	5,951	-78.4	142	11.0	45	55	...	153
Groceries and foods (except farm products)	229	267	+7.9	1,172,607	1,559,705	-23.5	50,755	4.3	14,114	22,352	40	44,552
Groceries (general line)	231	217	+6.5	1,111,505	1,458,042	-23.2	47,016	4.2	12,013	20,208	38	42,915
Fish and sea foods	4	1	+300.0	541	485	+11.5	85	15.9	15	36	1.0	...
Meats and meat products	12	23	-21.7	33,955	40,777	-16.5	1,411	4.2	320	570	1.0	408
Other food and grocery specialties	35	36	+34.8	26,622	70,402	-62.2	1,753	6.7	325	1,000	1.0	124
Hardware	4	1	+300.0	597	502	+17.5	166	27.2	78	84	...	197
Tobacco and its products (except leaf)	20	27	-25.9	15,400	64,551	-55.4	679	5.7	265	413	...	1,021
All other kinds of business	6	55	-89.1	4,116	24,055	-82.9	32	0.9	12	12	...	234
ASSEMBLERS AND COUNTRY BUYERS 3/												
ASSEMBLERS OF FARM PRODUCTS												
Farm products-raw materials	4,169	12,828	-67.8	347,255	1,838,009	-78.7	23,124	6.4	5,240	6,255	4.0	77,658
Cotton	1,223	4,162	-70.6	122,718	733,334	-80.2	6,318	4.4	2,025	2,220	1.0	9,752
Grain	797	1,543	-48.3	52,556	212,856	-75.1	5,217	6.1	1,190	1,847	1.0	4,347
Hides, skins, and furs (raw)	426	340	+23.2	14,531	7,734	+89.3	1,489	10.0	491	64	1.0	1,800
Horses and mules	124	95	+30.5	2,802	2,487	+0.8	320	12.2	120	87	1.0	160
Livestock	1,132	4,002	-76.4	53,516	470,073	-88.0	2,561	4.6	547	587	1.0	611
Tobacco (leaf)	192	522	-63.4	61,537	145,417	-58.9	7,354	11.4	1,265	3,821	1.0	56,712
Wool and mohair	70	211	-66.9	8,562	9,213	-6.1	555	6.2	150	153	1.0	735
All other	170	1,473	-88.5	7,555	52,541	-86.6	627	8.8	307	235	4.0	523
Farm products-consumer goods	6,777	8,187	-17.2	335,053	611,297	-45.0	31,650	15.4	20,510	23,045	7.0	19,246
Dairy products (general line)	123	54	+127.8	8,873	2,532	+249.0	2,332	26.3	873	1,049	3.0	167
Butter	54	23	+130.4	2,646	325	+719.4	235	11.9	103	117	7.0	124
Cheese	23	192	+212.5	10,710	13,222	-18.2	522	4.9	119	216	3.0	708
Milk and cream	334	5	+6680.0	13,725	1,322	+935.3	1,322	9.8	464	477	1.0	123
All other dairy products	5	5	0.0	272	115	+136.5	26	22.6	44	44	1.0	8
Poultry and poultry products	1,869	2,284	-18.2	75,460	150,542	-53.0	7,020	10.5	5,028	3,310	6.0	1,849
Dairy and poultry products	2,456	2,746	-10.6	65,408	142,549	-54.0	7,115	10.9	3,023	2,970	4.0	1,700
Fruits and vegetables (fresh)	1,723	2,955	-41.7	142,900	290,024	-50.4	30,612	21.3	11,039	15,021	5.0	5,343
All other	124	4/	+3100.0	11,568	4/	+289.0	1,463	11.8	652	657	1.0	872
Farm supplies	122	273	-55.7	4,327	31,212	-86.0	457	10.5	182	190	7.0	484
Groceries and foods (except farm products)	135	291	-53.9	27,412	21,005	+30.2	2,650	9.7	945	1,021	1.0	3,231
All other products	31	175	-82.0	3,501	4,705	-25.6	773	22.1	227	312	2.0	1,336
COOPERATIVE MARKETING ASSOCIATIONS												
Farm products-raw materials	229	2,315	-90.0	252,552	368,707	-31.5	2,016	7.8	2,632	4,231	1.0	21,147
Cotton	223	34	+548.2	63,223	49,594	+26.9	3,074	4.8	933	1,029	2.0	13,745
Grain	225	1,506	-81.1	33,221	221,528	-85.0	1,828	5.7	755	837	1.0	1,852
Livestock	305	1,193	-74.4	129,263	320,452	-59.4	2,813	2.2	823	1,514	1.0	1,212
Tobacco (leaf)	19	2	+850.0	2,785	4,053	-32.5	237	12.5	47	101	1.0	3,479
Wool and mohair	9	11	-18.2	19,427	2,589	+655.7	1,337	9.4	163	339	1.0	53
All other	12	15	0.0	1,127	24,494	-95.4	73	6.3	27	34	1.0	52
Farm products-consumer goods	1,548	1,312	+17.5	567,846	811,277	-30.7	45,542	15.8	15,027	21,024	4.0	20,161
Dairy products (general line)	322	144	+126.4	74,252	12,373	+596.0	12,373	16.0	4,320	3,994	1.0	1,852
Butter	144	112	+27.7	12,933	1,824	+604.8	1,824	13.4	47	52	1.0	145
Cheese	112	75	+49.3	3,734	1,531	+142.6	1,531	8.0	170	203	1.0	137
Milk and cream	116	229	+92.1	11,568	207,724	-19.2	1,222	10.8	333	573	1.0	121
All other dairy products	75	75	0.0	9,714	9,772	-0.6	1,424	14.5	309	307	1.0	22
All other	140	140	0.0	53,217	3,922	+133.6	3,922	7.4	1,430	1,636	1.0	500
Poultry and poultry products	100	106	-5.7	33,708	29,694	+12.9	4,032	12.0	1,753	1,753	1.0	1,207
Fruits and vegetables (fresh)	272	223	+21.9	169,293	373,673	-54.5	20,223	12.6	5,443	9,333	3.0	1,332
Farm supplies	155	34	+338.2	14,772	4,095	+361.3	1,744	11.8	576	744	3.0	451
Groceries and foods (except farm products)	14	21	-33.3	24,016	9,219	+160.5	4,022	16.9	270	1,046	1.0	3,772
All other products	55	12	+358.3	5,455	1,023	+432.7	779	12.0	258	376	1.0	1,021
ELEVATORS												
Farm products-raw materials	7,069	8,134	-12.9	327,805	985,765	-55.7	25,345	7.8	10,105	11,753	6.0	4,413
Farm supplies	19	19	0.0	797	104	+670.2	104	10.0	45	45	1.0	50
CREAM STATIONS												
Farm products-consumer goods	2,822	4/	+70550.0	54,631	4/	+13662.5	5,444	16.4	2,959	2,959	1.0	518

TABLE 3 - WHOLESALE TRADE FOR THE UNITED STATES: 1933

Type of establishment and kind of business	Number of establishments			Net sales			Total expenses		Full-time employees (average)	Pay roll		Value added
	1933	1932	Percent change	1933	1932	Percent change	Amount	% of sales		Total	Per estab.	
AGENTS AND BROKERS												
BROKERS												
Amusement and sporting goods	4	5	-20.0	\$ 200	\$ 308	-34.4	\$ 8	4.0	3	\$ 3	...	...
Automotive products	3	3	0.0	90	314	-71.3	19	19.1	7	0	...	...
Chemicals	15	20	-25.0	2,420	17,150	-85.5	52	2.1	15	27	...	...
Industrial chemicals	7	4	...	1,374	4	...	11	0.8	4	5	...	...
All other	8	16	...	1,116	17,146	...	41	3.8	11	22	...	...
Clothing and furnishings	24	16	+50.0	2,790	9,525	-70.5	152	5.0	81	70	...	...
Clothing, women's and children's	5	1	...	1,922	40	...	40	2.1	25	22	...	...
Furnishings, men's and boys'	4	...	...	98	11	...	11	11.2	4	2	...	...
Furnishings, women's and children's	6	12	+50.0	205	6,813	-70.8	23	11.0	4	...	...	...
All other	3	...	...	1,121	35	...	35	5.8	44	34	...	...
Millinery and millinery supplies	3	1	+200.0	164	93	+76.3	2	1.2	...	...	...	...
Shoe and other footwear	3	3	0.0	274	2,679	-89.8	12	4.4	4	0	...	...
Coal	64	26	-25.6	16,481	31,588	-51.0	1,062	6.6	250	504	...	...
Drugs and drug sundries	9	20	-55.0	3,702	7,223	-48.7	101	2.7	28	60	...	...
Drugs (specialty lines)	5	15	-68.7	237	4,688	-94.9	23	9.7	6	8	...	...
All other	4	5	-20.0	3,465	2,535	+34.6	78	2.3	19	52	...	...
Dry goods	39	77	-49.5	171,832	150,592	+14.8	502	2.9	238	367	...	...
Dry goods (general line)	4	8	-50.0	1,113	2,627	-56.5	34	3.0	10	31	...	...
Notions	3	1	+200.0	278	23	+1108.7	55	12.6	13	12	...	...
Piece goods	69	65	+6.2	169,828	175,755	-3.4	730	0.5	223	315	...	...
All other	13	3	+333.3	502	2,184	-78.9	53	6.0	7	18	...	...
Electrical goods	11	4	+27.3	262	528	-55.6	41	11.1	16	21	...	...
Electrical appliances, equipment and supplies	9	5	+80.0	251	765	-67.9	32	12.0	14	19	...	...
All other	2	1	+100.0	77	85	+18.5	9	11.7	4	7	...	...
Farm products-raw materials	517	799	-35.3	301,682	1,230,333	-76.1	4,601	1.8	1,036	2,728	...	...
Cotton	184	272	-32.4	106,524	420,393	-74.2	1,562	1.3	272	512	...	...
Grain	111	173	-35.8	74,602	372,637	-79.9	209	1.1	104	324	...	...
Hides, skins, and furs (raw)	79	57	+38.6	20,397	102,245	-79.8	811	3.0	129	271	...	...
Horses and mules	4	3	+33.3	401	1,091	-63.2	65	16.2	14	35	...	...
Livestock	74	209	-64.8	59,745	295,192	-77.5	1,046	1.3	298	371	...	...
Silk (raw)	3	2	+50.0	510	3,558	-85.7	3	0.6	1	...	...	...
Tobacco (leaf)	32	19	+66.4	11,265	2,893	+17.8	696	6.0	127	307	...	...
Wool and mohair	20	39	-48.3	8,763	43,547	-80.0	105	1.2	12	19	...	...
All other	10	5	+25.0	7,993	5,717	+38.3	114	1.4	21	53	...	...
Farm products-consumer goods	552	495	+11.3	169,193	235,374	-28.6	4,814	2.8	975	1,925	...	...
Dairy products (general line)	16	17	+58.8	1,580	12,503	-84.3	55	2.2	6	21	...	...
Cheese	11	11	...	2,593	78	...	78	3.0	19	30	...	...
All other dairy products	13	16	-13.8	5,504	8,501	-15.3	123	2.4	30	34	...	...
Poultry and poultry products	22	18	+22.2	23,662	15,449	+53.2	359	1.3	49	127	...	...
Fruits and vegetables (fresh)	498	444	+12.2	153,838	227,921	-33.3	4,212	3.2	865	1,670	...	...
Farm supplies	51	126	-27.6	27,299	104,027	-73.8	585	2.2	141	286	...	...
Feed	43	98	-51.0	16,461	90,848	-78.5	455	2.3	109	176	...	...
Fertilizer	33	19	+73.7	7,104	10,845	-34.5	110	1.5	27	57	...	...
Seeds	8	1	+300.0	424	2,406	-71.2	18	4.1	4	2	...	...
All other	2	...	...	260	...	...	10	3.8	1	2	...	...
Furniture and house furnishings	32	15	+113.3	2,171	4,400	-50.7	308	3.5	106	128	...	...
Furniture	9	8	+50.0	632	3,212	-80.3	35	5.7	9	12	...	...
China, glassware and crockery	4	...	...	175	27	...	27	15.4	9	14	...	...
House furnishings	15	9	+155.5	1,052	1,189	+20.3	105	10.0	45	51	...	...
All other	4	...	...	312	...	...	33	12.2	43	103	...	...
General merchandise	55	18	+205.6	43,043	8,100	+434.9	467	1.1	181	24	...	...
Groceries and foods (except farm products)	1,377	1,357	+0.7	1,175,054	1,666,394	-29.5	15,924	1.4	4,022	8,327	...	...
Groceries (general line)	48	542	-91.1	27,507	500,738	-94.5	402	1.3	119	108	...	...
Confectionery and soft drinks	9	13	-30.8	8,009	3,460	+133.4	317	3.9	28	65	...	...
Fish and sea foods	22	25	-12.0	3,260	4,284	-24.1	121	3.0	31	47	...	...
Meats and meat products	23	49	-41.7	17,501	65,908	-73.9	235	1.3	57	81	...	...
Other food and grocery specialties	1,270	759	+67.3	1,117,726	1,072,726	+4.2	14,846	1.3	3,860	7,892	...	...
Hardware	8	11	-27.3	735	1,819	-54.6	24	3.2	11	11	...	...
Jewelry and optical goods	32	41	-22.0	1,483	3,641	-59.1	99	6.8	25	35	...	...
Jewelry (general line)	17	17	...	399	4	...	53	9.3	17	14	...	...
Diamonds and other precious stones	16	4	+300.0	635	4	...	23	3.4	4	9	...	...
Other jewelry specialties	6	4	+50.0	217	2	...	21	3.7	4	8	...	...
Lumber and building materials (other than metal)	139	148	-6.1	16,210	50,410	-67.8	398	4.2	248	127	...	...
Lumber and millwork	113	124	-8.9	14,539	47,837	-69.6	372	6.0	200	267	...	...
Brick and tile	8	...	...	302	...	...	30	9.9	12	21	...	...
All other	18	24	+8.3	1,369	2,523	-45.8	96	7.0	36	49	...	...
Machinery, equipment and supplies (except electrical)	37	54	-31.1	5,774	4,737	+21.7	422	8.3	135	300	...	...
Commercial machinery, equipment and supplies	12	9	+33.3	111	376	-70.6	11	9.5	3	1	...	...
Construction machinery, equipment and supplies	4	2	+100.0	42	489	-91.4	7	16.9	1	...	...	...
Industrial machinery, equipment and supplies	47	33	+42.4	3,987	2,982	+33.1	302	7.3	101	121	...	...
Transportation equipment and supplies	20	5	+200.0	1,202	463	+160.2	104	8.6	22	...	...	...
Professional equipment and supplies	3	5	-20.0	305	169	+156.8	44	14.4	5	23	...	...
Other machinery, equipment and supplies	1	...	...	127	...	...	2	1.4	...	...	...	...

TABLE 3 - WHOLESALE TRADE FOR THE UNITED STATES: 1933

Type of establishment and kind of business	Number of establishments			Net sales			Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1932	Percent change	1933	1932	Percent change	Amount	% of sales		Total	Per-employee	
AGENTS AND BROKERS (continued)												
BROKERS (continued)												
Metals (except scrap)	30	18	+66.7	9,001	17,838	-49.7	285	4.3	75	4	140	3
Iron and steel	22	4	4/	6,862	3/		278	4.1	47	118	...	52
Other metal and metal works	8	3/		2,139	3/		108	5.0	28	34	...	...
Paper and its products	21	55	-61.7	3,474	5,351	-35.8	101	7.7	85	8	7	7
Paper and its products (general line)	4	15	-66.7	720	2,015	-64.3	17	2.4	7	0	...	...
Paper and its products (specialty lines)	11	17	-35.3	1,374	1,007	+27.0	153	11.7	43	67	...	2
Stationery and stationery supplies	6	76	-83.3	475	2,330	-76.6	25	5.1	30	1	3	1
Petroleum and its products	49	23	+68.8	44,338	20,161	+62.2	971	2.2	125	420	11	9
Plumbing and heating equipment and supplies	7	5	+40.0	245	1,117	-67.3	17	4.7	4	6	...	...
Tobacco and its products (except leaf)	4	7	-42.9	437	602	-32.4	23	5.7	6	5	...	...
Waste materials	35	53	-34.0	8,593	57,680	-84.1	403	4.7	54	324	4	32
Iron and steel scrap	11	33	-71.8	2,375	47,037	-95.3	203	4.7	33	121	...	30
Junk and scrap (general line)	17	7	+143.9	3,743	3,870	-3.3	175	4.7	46	22	5	2
Waste paper, rags and rubber	7	7	0.0	475	2,323	-79.4	25	4.6	8	4	1	23
All other products	140	173	-19.6	61,503	352,829	-74.1	1,509	1.7	235	622	14	124
Beer	11	2/		010	3/		70	7.7	14	27	1	2
Flowers and nursery stock	6	1	+400.0	450	85	+405.9	95	23.1	33	40	...	...
Forest products (except lumber)	16	29	-44.8	2,100	11,517	-81.6	145	5.0	27	60	9	10
Leather	5	3	+200.0	2,635	651	+497.1	258	3.5	42	72	...	1
Leather goods	3	3	0.0	1,238			21	1.7	5	8	...	...
Oils and greases (animal and vegetable)	30	45	-33.5	62,387	155,397	-59.7	522	0.8	69	197	3	49
Wines and spirituous liquors	17	4/		1,234	4/		97	7.5	10	50	...	36
Rubber, crude	7	7	0.0	4,002			74	1.8	0	25	...	7
Yarn	16	94	-46.7	7,519	165,169	-66.1	159	1.7	35	50	...	16
Miscellaneous kinds of business	26			8,622			203	2.4	40	84	5	...
COMMISSION MERCHANTS												
Automotive products	17	8	+112.5	870	2,923	-70.8	73	9.0	25	36	1	47
Chemicals	22	23	-4.3	14,350	23,622	-43.4	841	6.4	151	277	2	274
Explosives	4	4/		94	4/		12	12.6	2	4	3	6
Naval stores	13	2/		12,631	2/		807	6.2	113	243	...	116
All other	6	2/		353	4/		42	11.8	10	30	...	50
Clothing and furnishings	48	20	+60.0	35,037	71,974	-50.1	1,423	4.2	372	650	20	457
Clothing, men's and boys'	5			252			21	8.3	7	11	...	1
Clothing, women's and children's	12			14,696			201	1.3	53	87	4	42
Furnishings (general line)	6			10,794	67,404	-83.0	503	2.8	60	207	2	127
Furnishings, women's and children's	5	59	-35.6	137			60	32.1	51	54	1	1
Hosiery	13			5,629			312	5.3	57	116	11	145
Other clothing and furnishings	2			1,025			61	5.0	12	40	1	20
Millinery and millinery supplies	6	17	-64.7	325	3,653	-91.0	69	9.9	23	51	1	15
Shoes and other footwear	4	4	0.0	1,550	914	+70.8	448	28.6	78	97	...	120
Coal	18	54	-47.1	1,035	11,930	-91.0	135	15.0	33	78	5	8
Drugs and drug sundries	7	7	0.0	3,270	1,461	+123.8	80	2.4	35	42	...	5
Fry goods	133	149	-10.7	540,211	517,371	+34.2	12,223	3.6	2,543	7,157	25	2,310
Dry goods (general line)	8	17	-52.9	24,295	29,224	-65.7	617	1.8	107	370	...	13
Notions	23	23	0.0	19,938	22,712	-12.5	1,105	5.6	259	337	7	1,338
Piece goods	68	102	-13.7	282,633	585,879	-27.2	10,263	3.7	2,024	6,323	17	914
knit goods	5			4,925			199	4.0	47	50	...	1
All other	6	7	+100.0	339	9,053	-41.2	24	10.0	11	8	1	3
Electrical goods	24	11	+118.2	1,738	3,313	-52.9	197	11.0	73	114	7	145
Electrical appliances, equipment and supplies	21	5	+320.0	1,667	773	+114.3	179	10.7	65	109	1	149
Radios and radio equipment	3	6	-50.0	151	3,040	-25.7	18	13.7	9	11	1	...
Farm products-raw materials	1,224	1,227	+5.5	1,100,057	2,281,719	-60.1	24,423	2.1	4,175	11,781	603	12,714
Cotton	70	114	-38.6	59,943	169,757	-65.2	1,550	2.3	291	519	8	2,857
Grain	219	242	-9.9	545,788	765,170	-28.5	7,095	2.1	1,301	2,832	49	3,339
Hides, skins, and furs (raw)	26	42	-38.1	4,236	33,224	-78.5	150	3.0	41	42	3	60
Horses and mules	24	22	+9.1	10,432	33,530	-68.3	473	4.5	149	227	51	166
Livestock	824	723	+13.9	716,030	1,006,040	-32.5	12,954	1.6	3,630	7,070	296	1,003
Tobacco (leaf)	85	29	+184.2	22,439	9,238	+172.3	1,017	4.5	323	542	176	1,334
Wool and mohair	33	37	-10.8	27,737	39,420	-29.6	1,044	5.3	100	374	15	2,717
All other	13	15	-13.5	2,323	12,012	-72.5	33	1.0	11	17	10	6
Farm products-consumer goods	1,045	1,047	-3.1	279,028	552,020	-50.3	23,423	8.2	5,021	11,204	476	4,200
Poultry and poultry products	142	128	+23.0	32,372	123,022	-73.4	2,277	5.9	375	1,122	33	327
Dairy and poultry products	60	22	+165.7	13,593	13,324	-11.7	601	4.4	163	322	22	333
Fruits and vegetables (fresh)	776	825	-5.9	323,333	409,040	-20.2	20,464	6.3	5,104	9,761	332	3,057
All other	17	12	+41.7	3,227	15,475	-75.5	104	3.2	20	43	6	32
Farm supplies	56	63	-7.0	2,778	24,772	-88.5	191	7.0	48	61	13	43
Feed	36	49	-35.5	2,266	22,658	-90.0	131	6.7	38	54	13	9
Fertilizer	16	9	+77.8	209	1,646	-88.5	10	4.3	4	4	2	...
Seeds	5			190			20	10.1	2	4	...	17
All other	1	5	+20.0	162	570	-47.2	13	12.7	4	7	...	14
Furniture and house furnishings	35	26	+34.6	4,219	3,511	+20.2	357	15.2	177	211	3	32
Furniture	15	12	+16.7	1,935	1,993	-4.4	237	11.9	73	121	3	34
Floor coverings	7			276			178	13.2	60	102	...	6
House furnishings (except as specified)	9			1,028	1,318	+32.4	104	9.6	32	59	2	34
All other	5			250			48	18.2	12	23	...	5

TABLE 3 - WHOLESALE TRADE FOR THE UNITED STATES: 1933

Type of establishment and kind of business	Number of establishments			Net sales			Total expenses		Full-time employees (average)	Pay roll		Status of work (end of year)
	1933	1932	Percent change	1933	1932	Percent change	Amount	% of sales		Total	Per-employee	
AGENTS AND BROKERS (continued)												
COMMISSION MERCHANTS (continued)												
General merchandise	3	12	-74.0	1,800	7,620	-77.0	2	0.7	3.4	75	2.9	170
Groceries and foods (except farm products)	121	264	-54.2	43,738	185,387	-77.4	1,485	4.0	3.7	1,646	4.5	430
Confectionery and soft drinks	5	5	-40.0	433	701	+112.9	20	7.0	3	15	...	3
Fish and sea foods	40	74	-45.9	10,584	28,279	-65.0	971	9.3	274	566	28	84
Meats and meat products	12	50	-76.7	12,452	48,708	-70.8	103	1.5	43	28	...	7
Other food and grocery specialties	66	133	-47.8	23,830	94,212	-75.2	383	3.9	211	203	37	240
Hardware	4	1	+200.0	178	13	+1265.2	17	9.6	3	6	...	7
Jewelry and optical goods	5	13	-72.2	184	1,829	-90.1	12	10.3	2	5	...	1
Lumber and building materials (other than metal)	47	130	-65.8	5,683	52,788	-89.6	550	6.8	118	273	17	153
Lumber and millwork	24	115	-81.7	3,451	37,513	-89.3	532	5.3	113	248	13	156
All other	3	13	-80.0	232	2,275	-89.7	68	25.0	6	27	...	...
Machinery, equipment and supplies (except electrical)	21	66	-68.2	5,780	17,032	-67.7	102	3.3	52	82	2	16
Metals (except scrap)	4	12	-72.6	781	101,560	-99.2	25	2.9	13	11	...	...
Paper and its products	4	15	-73.5	298	11,035	-97.3	22	10.7	0	8	...	42
Petroleum and its products	68	16	+277.8	4,897	8,505	-45.9	473	10.3	131	127	0	202
Taste materials	4	8	-50.0	522	5,044	-89.6	24	6.5	7	11	...	...
All other kinds of business	175	254	-31.1	121,539	116,239	+45.2	4,922	2.7	1,241	2,440	60	1,353
Beer	5	4	...	81	9	...	10	12.3	2	...	...	1
Flowers and nursery stock	76	97	-13.6	10,232	24,137	-57.3	1,777	17.3	567	374	24	232
Forest products (except lumber)	4	22	-81.8	5,306	8,605	-38.0	236	4.5	31	177	...	62
Leather	15	37	-59.5	11,706	26,523	-55.9	365	3.1	22	144	3	84
Leather goods	4	6	-53.3	2,257	2,244	-2.5	74	3.4	10	43	...	...
Newspapers and magazines	9	...	...	230	...	...	87	13.7	37	52	...	32
Oils and greases (animal and vegetable)	5	...	...	5,533	...	...	37	0.7	11	20	...	30
Yarn	29	92	-68.1	28,044	34,727	+177.5	1,129	4.7	200	527	2	264
Miscellaneous	23	...	...	121,620	...	...	1,247	1.0	222	326	7	58
EXPORT AGENTS												
Amusement and sporting goods	3	4	+25.0	579	555	+4.3	60	10.4	10	22	1	...
Automotive products	23	17	+64.7	9,303	12,633	-26.4	572	6.2	118	375	3	78
Chemicals	5	4	+25.0	3,380	11,778	-71.7	94	2.8	17	49	1	105
Clothing and furnishings	6	6	0.0	534	635	-15.5	63	12.0	10	28	...	42
Drugs and drug sundries	6	5	+20.0	212	3,668	-97.3	23	10.2	11	14	...	1
Dry goods	13	23	-43.0	1,938	7,826	-75.3	95	4.8	39	53	...	11
Electrical goods	15	3	+200.0	1,957	508	+249.3	200	10.1	40	89	2	15
Farm products-raw materials	56	30	+80.0	46,125	135,090	-65.3	2,279	4.9	978	374	36	935
Farm products-consumer goods	12	16	-25.0	3,691	5,995	-39.1	124	5.0	28	65	2	4
General merchandise	15	59	-74.5	1,705	101,322	-98.8	84	4.9	30	48	5	1
Groceries and foods (except farm products)	17	17	0.0	4,609	22,811	-79.6	208	4.3	43	52	6	28
Hardware	7	11	-36.4	413	5,897	-92.3	65	15.5	17	33	...	...
Lumber and building materials (other than metal)	14	9	+55.6	9,008	9,902	-9.0	202	3.4	60	131	...	4
Machinery, equipment and supplies (except electrical)	22	17	+29.2	7,662	12,141	-36.9	790	10.3	92	293	6	85
Metals (except scrap)	3	9	0.0	11,355	3,212	+117.5	133	1.5	45	62	...	60
Paper and its products	5	4	...	219	4	...	10	27.5	13	27	...	1
Petroleum and its products	6	4	+50.0	31,184	3,754	+750.7	453	1.5	70	274	...	...
All other kinds of business	13	48	-63.8	2,183	49,509	-95.6	101	4.3	26	34	...	9
IMPORT AGENTS												
Amusement and sporting goods	7	4	+75.0	1,154	633	+83.0	111	9.6	27	81	1	40
Chemicals	10	1	+900.0	1,642	118	+1291.5	133	8.3	23	60	2	31
Clothing and furnishings	6	2	+200.0	920	1,373	-33.8	35	3.8	7	11	...	30
Drugs and drug sundries	11	4	+175.0	1,028	1,208	-14.9	30	4.9	13	32	...	13
Dry goods	24	14	+71.4	5,383	4,693	+29.0	307	13.0	37	174	5	309
Farm products-raw materials	19	9	+111.1	22,428	8,467	+165.1	1,027	7.4	49	17	1	133
Farm products-consumer goods	3	6	-50.0	431	2,083	-79.0	24	5.6	5	11	...	6
Furniture and house furnishings	9	3	+200.0	346	49	+21.4	134	38.7	29	48	...	...
General merchandise	5	4	...	1,059	6	...	62	9.9	8	40	1	...
Groceries and foods (except farm products)	32	15	+112.5	12,276	15,237	-7.3	195	1.6	68	94	2	113
Hardware	4	4	...	74	5	...	17	23.0	3	9	...	1
Jewelry and optical goods	3	2	+50.0	24	30	-20.0	35	23.0	3	8	...	325
Lumber and building materials (other than metal)	5	1	+400.0	301	286	+6.0	12	4.0	1	7	...	...
Machinery, equipment and supplies (except electrical)	6	5	+20.0	161	303	-47.3	23	24.3	13	15	...	23
Metals (except scrap)	4	1	+300.0	1,031	1,297	-18.1	93	9.3	22	53	1	212
Paper and its products	6	5	...	1,679	9	...	72	7.3	13	45	1	61
All other kinds of business	27	25	+8.0	3,005	21,406	-86.0	188	3.2	47	70	5	151

TABLE 3 - WHOLESALE TRADE FOR THE UNITED STATES: 1935

Type of establishment and kind of business	Number of establishments			Net sales			Total expenses		Full-time employees (average)	Pay roll		Stocks and bonds (end of year)
	1935	1934	Percent change	1935	1934	Percent change	Amount	% of sales		Total	Per employee	
AGENTS AND BROKERS (continued)												
MANUFACTURERS' AGENTS												
Amusement and sporting goods	25	107	-10.6	7,080	83,223	-69.5	637	9.9	176	3	10	11
Sporting goods (general line)	13	47		2,030	4		136	6.3	23	18	5	17
Toys, novelties, and fireworks	59	47		4,201	47		452	10.3	114	203	8	20
All other	14	47		724	47		64	8.1	28	28	2	34
Automotive products	168	399	-41.5	27,135	84,500	-68.3	1,916	7.1	430	991	11	100
Automobiles and other motor vehicles	15	13	+20.0	2,335	5,530	-58.1	359	15.1	155	136	8	236
Automotive equipment, accessories and parts	143	386	-49.3	24,819	64,002	-71.3	1,487	5.9	300	713	9	305
Tires and tubes	9	7	+20.0	651	681	-7.3	116	10.4	32	65	1	41
Chemicals	171	151	+13.2	29,187	50,012	-49.6	1,574	5.6	415	627	25	361
Dyestuffs	4			130	31		31	24.6	5	13	1	4
Industrial chemicals	54	108	+23.6	12,489	43,292	-45.6	743	6.3	183	370	6	249
Naval stores	6			1,042			17	1.6	9	9	1	2
All other chemicals	67			9,809			879	6.9	156	207	8	291
Paints and varnishes	40	45	-11.1	1,641	6,720	-75.8	165	10.1	50	78	11	23
Clothing and furnishings	489	537	-8.9	59,273	135,717	-55.7	2,831	4.3	715	1,166	46	177
Clothing and furnishings (general line)	19			4,939			153	3.2	49	93	1	...
Clothing, men's and boys'	27			2,744			96	3.5	28	40	2	2
Clothing, women's and children's	149			17,713			847	4.8	234	352	24	42
Furnishings (general line)	26	411	-9.5	5,413	111,612	-55.1	171	3.2	35	38	2	...
Furnishings, men's and boys'	43			5,000			239	3.3	62	114	3	11
Furnishings, women's and children's	23			2,818			159	5.6	48	73	3	7
Hosiery	60			13,307			563	4.2	142	293	10	91
Millinery and millinery supplies	84	59	+42.4	5,310	6,867	-22.7	272	5.1	97	113	2	24
Shoes and other footwear	53	67	-50.7	3,900	18,238	-74.4	78	2.0	14	16	1	2
Coal	16	18	-11.1	3,489	13,958	-75.0	319	9.1	60	167	4	3
Drugs and drug sundries	60	162	-63.0	7,222	29,053	-75.2	604	8.4	181	303	4	427
Drugs (general line)	5	29	-82.8	2,394	12,779	-80.3	236	9.5	30	175	...	245
Drugs (specialty lines)	12			2,164			115	4.7	25	72	...	114
All other	16	106	-69.8	622	6,758	-82.2	89	9.5	22	24	1	16
Patent medicines	4			143			19	13.3	7	6	1	...
Toilet articles and preparations	23	27	-14.8	1,499	9,529	-84.3	175	11.7	37	66	2	50
Dry goods	481	473	+0.4	114,164	195,418	-41.5	4,303	3.8	1,127	2,289	51	689
Dry goods (general line)	27	71	-62.0	2,804	10,893	-74.3	153	5.2	47	84	2	30
Notions	80	95	-15.3	4,743	11,852	-60.0	332	7.0	85	124	6	58
Piece goods	279	265	+5.3	91,984	161,781	-43.2	3,146	3.4	855	1,898	26	502
Knit goods	64			9,389			478	5.1	107	256	3	27
All other	41	49	+97.9	5,352	10,839	+20.6	184	3.4	45	107	4	20
Electrical goods	298	538	-45.6	20,454	125,807	-83.5	2,046	10.0	584	671	43	422
Electrical appliances, equipment and supplies	243	433	-45.5	17,109	93,983	-81.6	1,622	9.7	490	745	35	317
Radios and radio equipment	44	79	-44.5	2,803	18,961	-85.2	235	10.2	75	123	7	33
Refrigerators	9	21	-57.1	342	10,863	-93.0	95	12.5	19	43	1	43
Farm products-raw materials	7/	33		7/	5,357		7/		7/	7/	7/	7/
Farm products-consumer goods	6	19	-78.9	167	19,827	-99.2	40	25.6	11	9	...	1
Farm supplies	34	43	-20.3	8,131	10,545	-29.0	106	5.0	25	41	6	42
Feed	7	8	-12.5	1,485	5,805	-85.3	37	3.9	15	15	2	34
All other	27	35	-23.9	682	1,840	-64.0	49	7.4	12	23	4	8
Furniture and house furnishings	345	469	-28.7	34,931	107,404	-67.6	2,030	7.5	731	1,295	50	235
Furniture	115	117	-16.3	11,059	57,193	-80.7	770	7.0	210	405	12	44
China, glassware and crockery	57			7,590			497	6.4	119	203	16	6
Floor coverings	33	243	-8.2	5,380	49,177	-51.8	375	7.0	92	307	...	133
House furnishings (except as specified)	134			10,714			960	9.0	390	448	31	69
Musical instruments and sheet music	4	8	-50.0	83	1,029	-91.4	22	21.8	20	24	...	...
Groceries and foods (except farm products)	221	597	-41.8	96,949	303,634	-68.4	4,280	4.4	999	2,009	15	1,033
Confectionery and soft drinks	19	29	-37.8	9,336	7,071	+33.3	2,235	24.8	437	871	...	376
Meats and meat products	5	9	-44.4	141	5,023	-98.3	2	1.4	...	...	...	...
Other food and grocery specialties	207	329	-37.1	87,233	193,760	-55.0	1,973	2.3	550	1,137	18	194
Hardware	145	270	-46.3	13,703	51,460	-73.2	885	5.3	245	418	8	106
Hardware (general line)	25	167	-94.3	2,933	33,773	-91.9	166	4.3	51	77	1	18
Hardware (specialty lines)	119	103	+15.5	9,861	17,687	-82.3	637	7.1	197	241	7	90
Jewelry and optical goods	51	78	-34.6	2,209	13,052	-81.7	200	9.1	54	52	1	10
Jewelry (general line)	22			1,114			121	10.7	24	58	1	22
Clocks and watches	5	73	-37.3	83	11,659	-94.5	9	10.8	3	4	...	3
Other jewelry specialties	22			601			49	8.0	11	10	...	5
Optical goods	4	3	+33.3	361	354	+10.5	22	5.6	7	10	...	1
Lumber and building materials (other than metal)	201	443	-54.6	14,514	104,165	-86.1	1,204	8.3	250	635	112	163
Lumber and millwork	55	122	-50.0	8,936	33,488	-85.3	750	3.9	100	189	6	23
Asbestos products	5			259			78	31.4	20	39	19	25
Brick and tile	23			1,266			223	13.0	51	131	54	5
Cement	3	17	-58.5	122	20,577	-99.0	53	27.5	12	22	2	17
Glass	6			407			21	8.2	5	10	...	1
All other	101			3,544			472	13.3	122	245	31	194

TABLE 3 - RETAIL SALES FOR THE MONTH OF JANUARY, 1934

Type of establishment and kind of business	Number of establishments			1933			1934			Percent change	Total	1934	1933
	1933	1934	Per cent change	1933	1934	Per cent change	1933	1934	Per cent change				
AGENTS AND BROKERS (continued)													
SALES AGENTS (continued)													
Coal	185	205	+10.8	4,310,000	4,850,000	+12.5	11,000	12,000	+9.1	15,000	16,000	+6.7	17,000
Drugs and drug supplies	25	26	+4.0	1,100,000	1,150,000	+4.5	100	110	+10.0	1,000	1,100	+10.0	1,200
Toilet articles and preparations	5	5	...	1,000,000	1,050,000	+5.0	80	90	+12.5	800	900	+12.5	1,000
Drugs (specialty lines)	4	4	...	100,000	100,000	...	10	10	...	100	100	...	100
Patent medicines	3	3	...	50,000	50,000	...	5	5	...	50	50	...	50
All other	13	14	+7.7	450,000	450,000	...	75	85	+13.3	800	850	+6.3	900
Dry goods	530	497	-6.2	330,000,000	325,000,000	-1.5	11,000	10,500	-4.5	1,000,000	950,000	-5.0	900,000
Dry goods (general line)	15	15	...	20,000,000	20,000,000	...	500	500	...	2,000,000	2,000,000	...	2,000,000
Suits	25	25	...	10,000,000	10,000,000	...	100	100	...	1,000,000	1,000,000	...	1,000,000
Men's goods	130	126	-2.3	220,000,000	215,000,000	-2.3	3,000	2,900	-3.3	1,100,000	1,050,000	-4.5	1,000,000
Hosiery	300	280	-6.7	80,000,000	75,000,000	-6.3	2,000	1,900	-5.0	600,000	550,000	-8.3	500,000
All other	7	6	-14.3	10,000,000	10,000,000	...	100	100	...	100,000	100,000	...	100,000
Electrical goods	21	22	+4.8	4,000,000	4,500,000	+12.5	100	110	+10.0	100	110	+10.0	120
Farm products-new materials	10	10	...	2,000,000	2,000,000	...	50	50	...	200	200	...	200
Farm products-consumer goods	9	10	+11.1	1,000,000	1,100,000	+10.0	50	55	+10.0	50	55	+10.0	60
Farm supplies	25	15	-40.0	400,000	300,000	-25.0	70	50	-28.6	30	20	-33.3	10
Furniture and home furnishings	45	145	+222.2	20,000,000	40,000,000	+100.0	1,000	2,000	+100.0	500	1,000	+100.0	1,500
Furniture	15	15	...	10,000,000	10,000,000	...	500	500	...	500	500	...	500
Curtains, glassware and crockery	5	5	...	5,000,000	5,000,000	...	100	100	...	100	100	...	100
Floor coverings	15	15	...	10,000,000	10,000,000	...	500	500	...	500	500	...	500
House furnishings (except as specified)	10	10	...	5,000,000	5,000,000	...	100	100	...	100	100	...	100
Groceries and foods (except farm products)	90	100	+11.1	10,000,000	11,000,000	+10.0	1,000	1,100	+10.0	500	550	+10.0	600
Confectionery and soft drinks	15	15	...	2,000,000	2,000,000	...	100	100	...	100	100	...	100
Fish and sea foods	5	5	...	1,000,000	1,000,000	...	50	50	...	50	50	...	50
Meats and meat products	5	5	...	1,000,000	1,000,000	...	50	50	...	50	50	...	50
Other food and grocery specialties	75	85	+12.0	6,000,000	7,000,000	+16.7	1,150	1,300	+13.0	300	350	+16.7	400
Hardware	15	15	...	2,000,000	2,000,000	...	100	100	...	100	100	...	100
Jewelry and optical goods	7	15	+114.3	1,000,000	2,000,000	+100.0	50	100	+100.0	50	100	+100.0	100
Lumber and building materials (other than metal)	120	120	...	15,000,000	15,000,000	...	1,000	1,000	...	1,000	1,000	...	1,000
Lumber and millwork	90	90	...	10,000,000	10,000,000	...	700	700	...	700	700	...	700
Asbestos products	5	5	...	500,000	500,000	...	50	50	...	50	50	...	50
Brick and tile	15	15	...	1,000,000	1,000,000	...	100	100	...	100	100	...	100
Glass	5	5	...	500,000	500,000	...	50	50	...	50	50	...	50
All other	50	50	...	3,000,000	3,000,000	...	100	100	...	100	100	...	100
Machinery, equipment and supplies (except electrical)	30	30	...	5,000,000	5,000,000	...	300	300	...	300	300	...	300
Metals (except scrap)	70	70	...	10,000,000	10,000,000	...	1,000	1,000	...	1,000	1,000	...	1,000
Iron and steel	50	50	...	8,000,000	8,000,000	...	800	800	...	800	800	...	800
Sheet metal products	15	15	...	1,000,000	1,000,000	...	100	100	...	100	100	...	100
Other metal and metal works	5	5	...	1,000,000	1,000,000	...	100	100	...	100	100	...	100
Paper and its products	35	35	...	10,000,000	10,000,000	...	300	300	...	300	300	...	300
Paper and its products (specialty lines)	25	25	...	8,000,000	8,000,000	...	200	200	...	200	200	...	200
All other	10	10	...	2,000,000	2,000,000	...	100	100	...	100	100	...	100
Petroleum and its products	20	20	...	5,000,000	5,000,000	...	200	200	...	200	200	...	200
Pumbing and heating equipment and supplies	10	10	...	2,000,000	2,000,000	...	100	100	...	100	100	...	100
All other kinds of business	20	20	...	5,000,000	5,000,000	...	200	200	...	200	200	...	200
Beer	5	5	...	1,000,000	1,000,000	...	50	50	...	50	50	...	50
Forest products (except lumber)	15	15	...	2,000,000	2,000,000	...	100	100	...	100	100	...	100
Leather	10	10	...	1,000,000	1,000,000	...	50	50	...	50	50	...	50
Leather goods	5	5	...	500,000	500,000	...	25	25	...	25	25	...	25
Newspapers and magazines	10	10	...	1,000,000	1,000,000	...	50	50	...	50	50	...	50
Rubber goods (general line)	10	10	...	1,000,000	1,000,000	...	50	50	...	50	50	...	50
Tanneries	10	10	...	1,000,000	1,000,000	...	50	50	...	50	50	...	50
Miscellaneous	10	10	...	1,000,000	1,000,000	...	50	50	...	50	50	...	50
WHOLESALE AGENTS													
Clothing and furnishings	100	100	...	10,000,000	10,000,000	...	1,000	1,000	...	1,000	1,000	...	1,000
Clothing and furnishings (general line)	80	80	...	8,000,000	8,000,000	...	800	800	...	800	800	...	800
Clothing, men's and boys'	40	40	...	4,000,000	4,000,000	...	400	400	...	400	400	...	400
Clothing, women's and children's	40	40	...	4,000,000	4,000,000	...	400	400	...	400	400	...	400
Furnishings, women's and children's	5	5	...	500,000	500,000	...	50	50	...	50	50	...	50
All other	5	5	...	500,000	500,000	...	50	50	...	50	50	...	50
Military and military supplies	15	15	...	2,000,000	2,000,000	...	150	150	...	150	150	...	150
Dry goods	20	20	...	5,000,000	5,000,000	...	200	200	...	200	200	...	200
Farm products-new materials	10	10	...	2,000,000	2,000,000	...	50	50	...	50	50	...	50
Horses and mules	5	5	...	1,000,000	1,000,000	...	25	25	...	25	25	...	25
Livestock	5	5	...	1,000,000	1,000,000	...	25	25	...	25	25	...	25
All other	5	5	...	1,000,000	1,000,000	...	25	25	...	25	25	...	25
Tobacco (leaf)	20	20	...	10,000,000	10,000,000	...	200	200	...	200	200	...	200

TABLE 3-WHOLESALE TRADE FOR THE UNITED STATES, 1933

Type of establishment and kind of business	Number of establishments			Net sales			Total expenses		Full-time employees (average)	1933		1929	
	1933	1929 ^{1/}	Percent change	1933	1929 ^{1/}	Percent change	Amount	% of sales		Total	% of total	Total	% of total
AGENTS AND BROKERS													
OTHER AGENTS (continued)													
Farm products-consumer goods	25	24	+4.2	\$65,460	\$175,828	-61.7	\$1,614	2.1	448	5000	760	480	...
Furniture and house furnishings	41	20	+105.0	2,763	3,189	-17.0	437	16.2	117	...	7	3	...
Furniture	33	19	+73.7	1,830	2,839	-35.6	367	17.8	98	...	23	84	...
House furnishings	8	1	+700.0	923	350	-73.8	110	11.9	21	...	5	4	...
General merchandise	9	33	-76.3	18,445	15,637	+18.0	607	3.3	173	350	9	...	...
Groceries and foods (except farm products)	8	15	-46.7	17,960	55,658	-67.3	547	3.0	145	200	4	39	...
Jewelry and optical goods	8	12	-33.3	182	3,489	-94.8	83	45.6	9	17	...	...	...
Machinery, equipment and supplies (except electrical)	12	9	+33.3	1,505	11,234	-86.8	161	11.3	47	68	5	61	...
All other kinds of business	23	64	-59.4	5,362	68,934	-91.5	225	5.0	91	133	3	40	...

- 1/ These are revised figures for 1929. The data previously issued include a number of concerns dealing in grain and petroleum and its products that were erroneously reported and classified in the wholesale census.
- 2/ Due to additional information which was not available at the time the previous census was taken, the 1929 data have been corrected for certain changes in classification.
- 3/ For comparison purposes wholesaling manufacturers and district and general sales offices, except those dealing in petroleum and its products, have been included in manufacturers' sales branches, 1929.
- 4/ 1929 equivalent not available.
- 5/ Figures for 1929 include data for district and general sales offices dealing in petroleum and its products.
- 6/ Includes 1,438 cooperative elevators with net sales amounting to \$28,193,000.
- 7/ 1933 equivalent not available.
- 8/ Due in part to the Federal Government's policy of rendering financial assistance to farmers in marketing their crops, the number of assemblers and country buyers of cotton, grain, livestock, and tobacco showed substantial decreases in 1933 as compared with 1929.

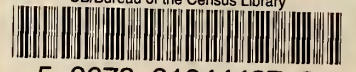








CB/Bureau of the Census Library



5 0673 01044437 3